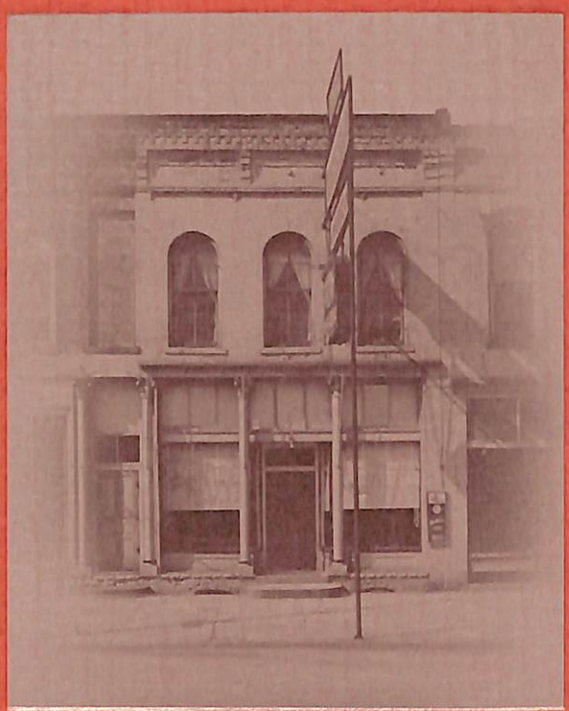
SPANGLER CANDY COMPANY AT 75



a proud past . . .
a challenging future

1906

SPANGLER CANDY COMPANY

1981

Dedicated to our founders, our employees past and present, our sales organization, our suppliers and all our many customers who have made our success possible.

THE FIRST TWENTY-FIVE YEARS

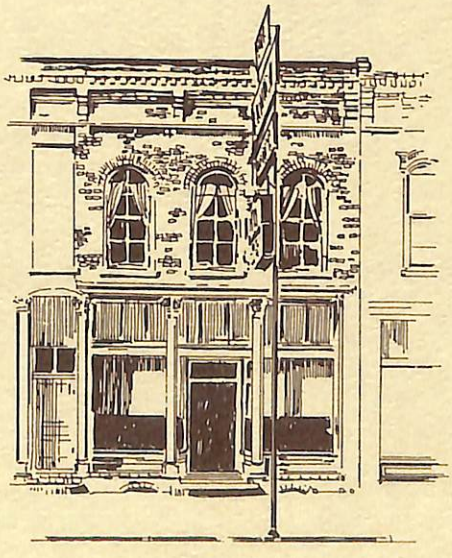
From its simple beginning as a small baking powder manufacturer to a dynamic force in the candy-making industry, Spangler Candy Company has blended family pride with total devotion in meeting the challenges of each day. Now employing more than 350 Bryan, Ohio, area residents, Spangler Candy Company is recognized as one of the country's most successful candy manufacturing firms. From the first Spangler Cocoanut Ball to the famous Dum Dum lollipop, the company's 75 year history is one of integrity, innovation and pride in maintaining the highest possible standards in every phase of its operations. A few Bryanites can still remember the "sidewalk" business conferences held at lunch time during the early 1900's by the Spangler brothers — Arthur, the company's founder, Ernest and Omar who joined him as partners and Truman who became a salesman to call on jobbers in the 4-state area. From these sturdy roots, the Spangler Candy Company story unfolds.

The Spangler brothers. L to R: Ernest, Omar, Arthur and Truman.

Arthur Garfield Spangler, born in Edgerton, Ohio, in 1879, founded the Spangler enterprise. In August, 1906, Arthur purchased the Gold Leaf Baking Powder Company of Defiance, Ohio, for $450 at a sheriff's sale.

He moved the business to 204 West High Street, Bryan, in September, 1906. Under the name of Spangler Manufacturing Company, the new enterprise began to make baking powder, baking soda, cornstarch, laundry starch, spices and flavoring - all from its predecessor's product line.

Arthur G. Spangler, 1879-1945.



First Home of Spangler Manufacturing Company, 1906.

During Spangler Manufacturing Company's first years, a staunch group of local Gold Leaf Baking Powder users emerged, although building the new enterprise was a slow process because times were hard.

Occasionally, Arthur sought temporary employment to bolster

Cocoanut Cracking, 1911. L to R: Ernest Spangler, Eli Munson, Ray Cline and Kenneth Cline.

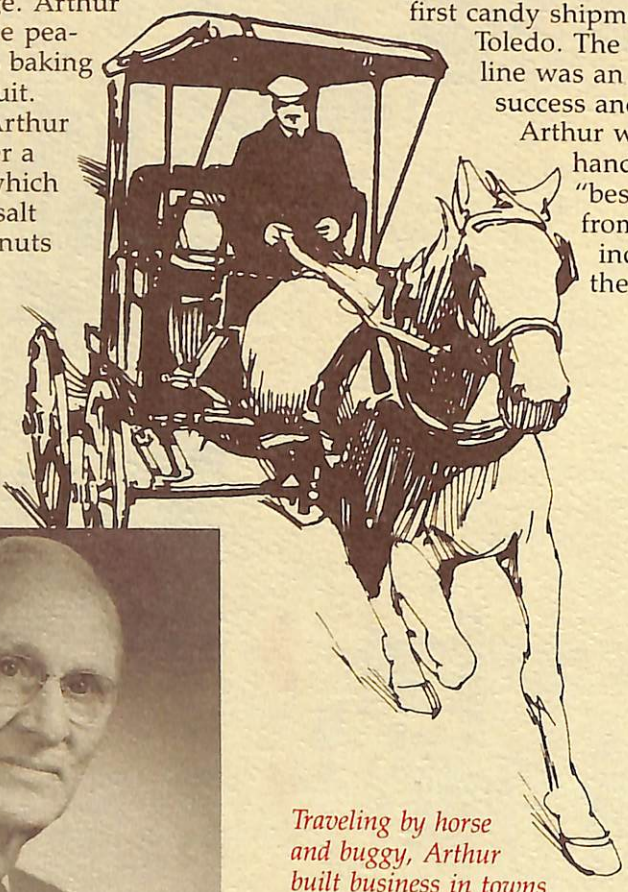
the financial strength of the business. To promote the Gold Leaf Line, Arthur painted signs on farm fences around the Bryan area.

Spangler Salted Peanuts

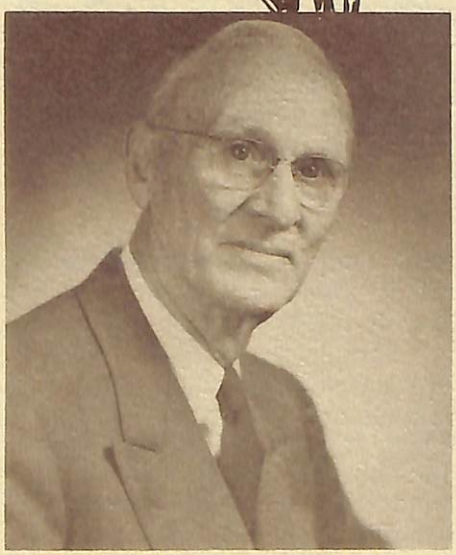
While the business was still a fledgling, Arthur's mother, Clara Nichols Spangler, began salting peanuts in her home, about two pounds at a time over a wood and coal burning range. Arthur took orders for the peanuts while on his baking powder sales circuit. Sales grew, and Arthur bought his mother a kerosene stove, which allowed Clara to salt 30 pounds of peanuts at a time.

While Arthur struggled with his little company, his youngest brother, Ernest Dayton Spangler, was in the candy jobbing business in Toledo, Ohio. Ernest traveled to Bryan on weekends, sold candy to local retailers and visited the family.

Ernest saw that Arthur needed more merchandise to offer, so he suggested that Arthur sell candy along with his other products. Arthur agreed and Ernest sent the first candy shipment from Toledo. The candy line was an instant success and soon Arthur was busy handling "best sellers" from Toledo, including the Schrafft line.



Traveling by horse and buggy, Arthur built business in towns along railroads and interurban lines for convenience in making shipments to customers.



Ernest D. Spangler, 1883-1975.

Ernest Spangler Joins Arthur

Ernest sold his interest in the Toledo candy business to his partner in 1908 and returned to Bryan, where he joined the business as a shipping clerk.

Arthur kept enlarging his territory, traveling by horse and buggy and building business in towns along the New York Central Railroad, the Cincinnati Northern Railroad and the Toledo & Indiana Electric Line. Shipments could be handled quickly via these transportation routes.

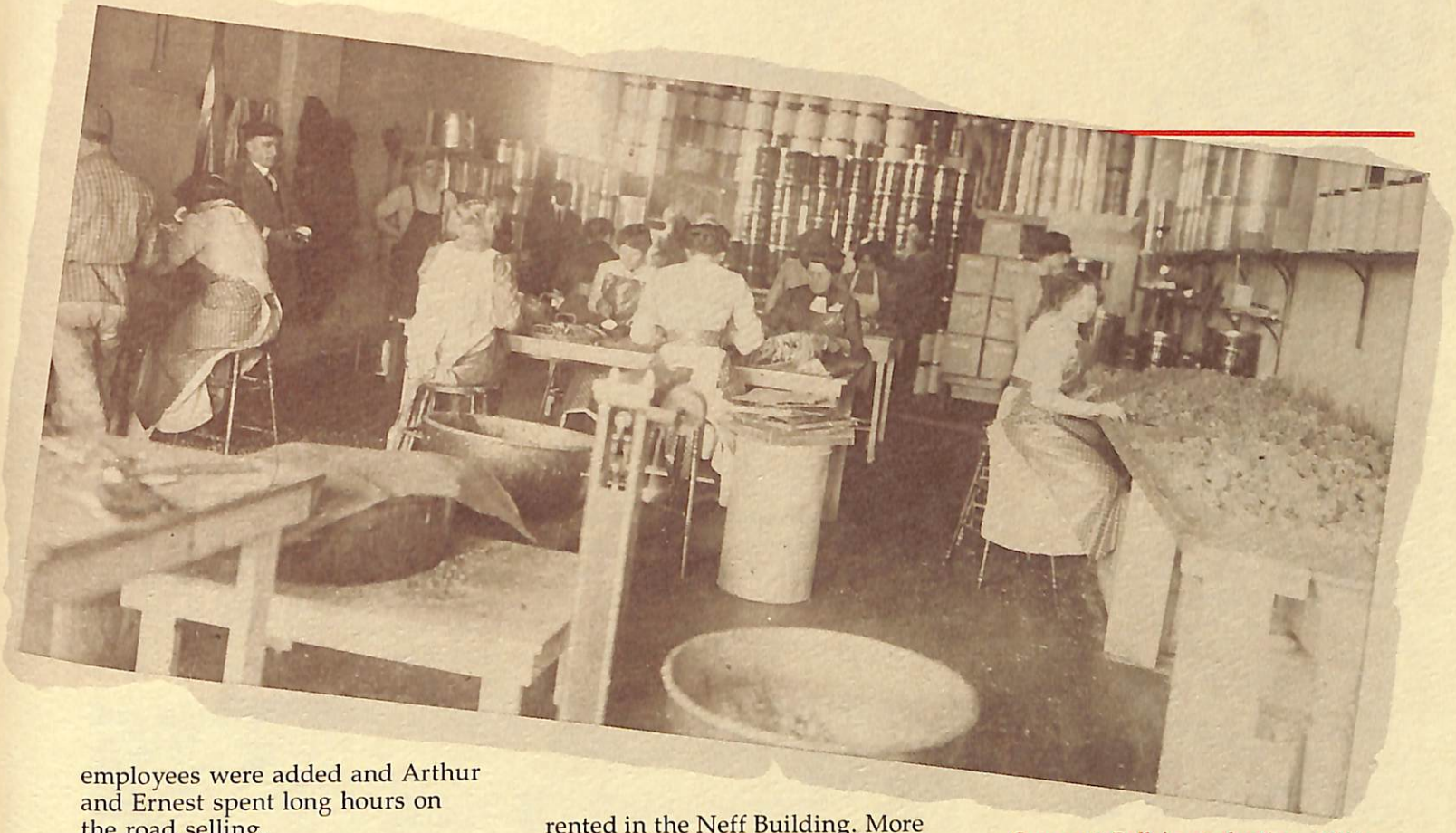
Nestled at the hub of the heavily populated Midwest, Spangler Candy Company's Bryan location is still a prime advantage. Within 600 miles are many of the major population centers; thus low freight costs help enable the company to compete effectively.

Arthur and Ernest were a fine combination of wisdom and talent. Soon, annual sales reached $50,000 and Arthur had more territory than he could handle. A boy named Red Mattox replaced Ernest as shipping clerk, and Ernest took over part of Arthur's territory.

As the business grew, the Spangler brothers found it necessary to relinquish the bookkeeping chores. Florence Long was hired as bookkeeper and became the first clerical employee for the company.

Expansion to Neff Building

By 1910, the West High Street location was too small, so the Spangler brothers moved the business to the Neff Building at 205 South Main Street. The new location had plenty of space, and as growth continued, three more



Cocoanut Ball in production, 1911.

employees were added and Arthur and Ernest spent long hours on the road selling.

First Venture into Candy Manufacturing

1911 was a milestone in the company's history. It marked the first venture into making candy . . . and the product was the Spangler Cocoanut Ball.It came about thusly: the brothers learned from Bruce Walker of Bryan that his uncle, Eli Munson, was a candy maker in Fremont, Ohio, who made a very popular candy item called the Cocoanut Ball. So Arthur and Ernest visited Eli Munson, who was then about 60, and hired him to come to Bryan with his family and the "Cocoanut Ball". Equipment and ingredients for making Cocoanut Balls were purchased. The additional space needed for the venture was obtained by renting a room next to the one the company had first rented in the Neff Building. More people were hired (bringing the total employed to about 25), and production was soon under way.

Preparation of the raw cocoanuts was the big challenge in making Cocoanut Balls. Ernest went to Philadelphia where he learned more about the three essential steps: first to steam the cocoanuts, second to open them and third to pare the meat from the cocoanuts. The cocoanuts were shipped directly to Bryan from the ships that carried them to New Orleans. They were packed in bags of 100 nuts each. Purchased in carload lots, the cocoanuts were priced at $30 per 1,000.

Park Hotel's Steam Bath Comes in Handy

A practical but very unusual arrangement was made with the Park Hotel, which was located next door, to provide for the manufacture of Cocoanut Balls. Since steaming the nuts was the first step in removal of the shells, the Spanglers arranged to pipe in steam from the hotel's steam bath, to supply a steam box used in the cracking process.

The cocoanuts were then hand-cracked with hatchets by five men, who were employed at $1.50 a day per man. After cracking, the cocoanut meat was shredded to shoe peg size and hung on racks to dry.

As orders grew, it became necessary for one of the Spanglers to be with production constantly, so Will Cline was hired as a salesman to replace Ernest on the road. Will was the first retail traveling salesman hired by the Spangler Manufacturing Company.

Kresge and Woolworth Sell Cocoanut Balls

While the Cocoanut Ball was reaching peak popularity, Arthur made contact with the S. S. Kresge Co. He was successful in listing the Cocoanut Ball with Kresge in Detroit, and also with F. W. Woolworth in New York City. Orders for Cocoanut Balls came in from as far west as Denver and as far east as Boston and New York. Soon the company had more business than it could handle. Production was increased with new equipment. Hand machines were replaced by power equipment and two stirring machines were purchased.

The Spangler Cocoanut Balls were made of pure sugar and thus crumbled easily. This caused a waste to the retailers who sold from the bulk lard can packs. A competitor developed in Cleveland. His product had far less flavor and taste because it was made of desiccated instead of fresh cocoanut and used more corn syrup than sugar; still there was less crumbling and Spanglers discontinued this first candy item around 1924.

Chocolates Added to Candy Line

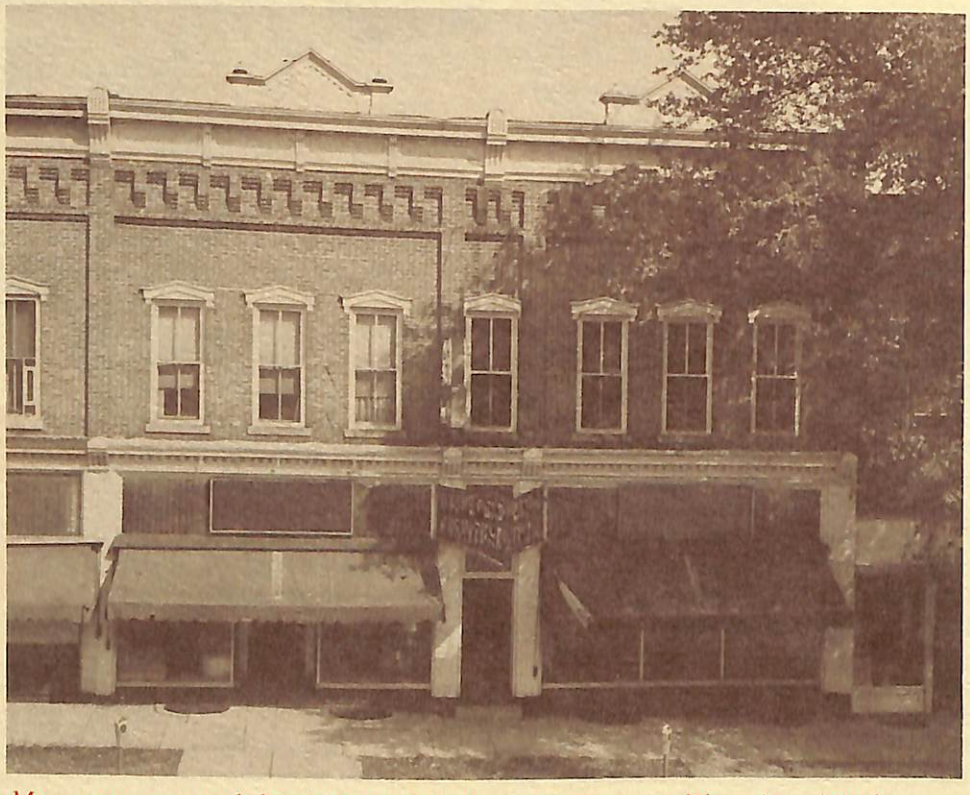
The Spangler enterprise flourished and Arthur and Ernest chose to add chocolates to their line of candy in 1911. This required the purchase of chocolate processing equipment. From the Bost Brothers of Napoleon came the recipe and equipment for the Cream Peanut Cluster, still a popular Spangler item today. Early chocolate manufacturing was done in the basement because there were no refrigerated rooms. This also caused production to shut down during summer months. Oil lamps placed under the hand dipping pots kept the chocolate at the correct temperature and consistency for mixing with the peanuts and covering the cream center.

Present Location Chosen in 1913

Bulging at the seams in the South Main Street facilities, and without room for expansion there, the company purchased from the S. S. Cox Showcase Co. a two-story building in the 400 block of North Portland Street. This occurred in July of 1913 for $3,100, plus assumption of a $2,000 mortgage.

After buying the building, the Spangler Brothers went right to work improving it. Soon, electric lights and a 60 horsepower steam boiler were in operation. The boiler produced steam for heating and processing. Steam cooking kettles and mechanical beaters allowed more efficient manufacturing of cream centers.

From an old gas well on the property, enough gas was available for illuminating lamps in the factory, cooking some candy products, and filling balloons now and then



More space was needed in 1910, and the business was moved from its original location to the Neff Building at 205 South Main Street (illustrated). But, soon even more space was needed, and the move to 400 North Portland Street was made mid-year, 1913.

for the youngsters. The well produced until 1937.

Demand Grows for Spangler Chocolates

The company next built an insulated room with an ammonia cooling system to boost production of chocolates, which were all hand dipped. Many candy lovers will remember the vanilla and chocolate Hand Roll originated by Mrs. Arthur (Helen) Spangler in her own kitchen and the Vanilla Jitney, one of the first chocolate bars to come from Spangler's candy kitchens. It combined a cream center with peanuts and a chocolate coating and was popular for many years. The word "Jitney" was slang for a nickel.

Omar Spangler Becomes a Partner in 1914

Omar Linwood Spangler joined brothers Ernest and Arthur as a business partner in 1914. Omar's specialty was accounting. He left the Williams County Telephone Co., where he had been manager, to join his brothers. He and his younger brother Arthur, were both veterans of the Spanish-American War.

Omar L. Spangler, 1877-1940.

Soda Pop for Summer Sales

The Spangler men were interested in any new venture that offered the possibility of increasing their sales. Therefore, in 1915 they purchased a soft drink operation from William Borton of Bryan for $1,000. They felt this would keep employment steady during the summer months when chocolates could not be sold. This venture made very little profit. One carload of bottles, bearing the Spangler name, was purchased and then sold throughout the retail territory. There were no bottle deposits in those days, so the loss of bottles was sizable. This business was discontinued after a few years. Today the green colored glass "Spangler" pop bottles are collectors items.

Through the War Years... and Heavy Competition Afterward

The period from 1914 to 1918, when the United States was at war, brought problems to virtually every individual and company. The young Spangler firm was no exception. Sugar and other essential ingredients were in short supply and very expensive, with sugar selling for up to 30¢ a pound. The price tumbled virtually overnight to just 6¢ a pound at war's end. Fortunately, the Spangler firm lacked capital to carry large inventories, so it was virtually unhurt by the market break in sugar prices which forced some large wholesalers with huge sugar inventories to refinance their operations.

Although success for the company continued after the war years, it was not a time when the partners could sit back and relax. Competition was razor sharp. Around 1920, more than 70 companies were producing candy in the State of Ohio! This was a time for innovation, new products, and tight control of operating expenses.

Necessity became the mother of invention and many devices were designed and built by the Spangler firm to improve manufacturing productivity and quality. As Ernest Spangler said, "We never bought anything we could make ourselves."

Special efforts by Arthur Spangler brought the Spangler firm additional business on existing products from wholesalers and variety chains, including Kresge and Woolworth. And new products for the market were making important contributions to growth.

Aerial view of Spangler facilities, 1925.

Spangler Cough Drop and the 1918 Flu Epidemic

The Spangler Cough Drop came from Galion, Ohio. The formula was purchased for $50 from Tom Given, a resident of Galion, who had developed it. The Spangler Cough Drops lived up to the Spangler's quality standards. In fact, during the flu epidemic of 1918, a prominent Toledo physician gave the cough drops credit for relieving flu discomfort and urged the Spangler firm to expand sales and production efforts. Because many other companies were also in the cough drop business Spangler did not find the product very profitable. It was dropped from the line around 1935, when it no longer could be retailed for 5¢.

Company Name Changed to Reflect Nature of Business

By 1920, candy had replaced all other items formerly manufactured including the first product, baking powder. Therefore,the company name was changed from Spangler Manufacturing Company to Spangler Candy Company, the name by which it is nationally known today.

Also in 1920, Truman Albert Spangler, fourth and oldest of the brothers, sold his grain business in Montpelier and took employment as salesman calling on wholesalers in Ohio, Michigan, Indiana and West Virginia. Truman brought in the first order from the very successful Morris 5 & 10¢ to $1.00 Stores, which were later to become a part of the G. C. Murphy chain. Truman Spangler worked for the company until his death in 1955.

Hard Candies Added to Product Line

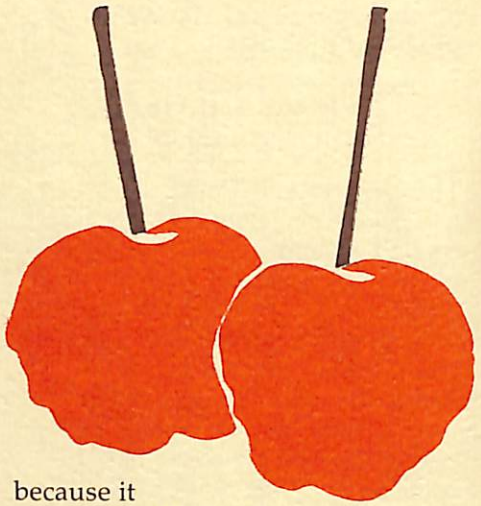
In keeping with its commitment for growth, the Spangler firm invested substantial sums in personnel and equipment for the manufacture of hard candy in 1922.

A candy maker from Toledo, Ohio, was employed. Equipment purchased included a variety of specialized cutters, batch rollers, cookers and cooling slabs. A Hildreth pulling machine was leased for $225 a year. Ray and Kenneth Cline were the first Bryan men to become hard candy makers.

Try and Try and Try Again

During the years immediately after the first World War, new items were developed in Spangler's candy kitchens and placed on the market. Some succeeded and some failed. And the company continued to grow in reputation and production. One of the best selling items to come along was the penny Apple Sucker. A night shift had to be hired to keep pace with orders.

A chocolate enrober was purchased in 1922. Although it cost $4,000 (a lot of money in those days) it proved well worth its price,



because it made possible the first machine-made Chocolate Cream Peanut Clusters. At this point in the company's development, approximately seventy products were being made and sold in several states. Some of the many candy items were:

Pure Sugar Twins
P. K. Holiday Mix
Broken Taffy
Pan Taffy
Lady Fingers
Gypsy Cuts
Princess Peanut Butter Chips
Daisy Chocolate Drops
Wonder Caramels
Peanut Brittle
Wizard Caramels
Buckeye Caramels
Spangler Chocolate Chips
Chocolate & Vanilla Hand Rolls
Gold Leaf Line (5 lb. Deluxe Choc. Asst.)
Belmont Chocolate Line
Family Package, Asst. Choc.
Cream Peanut Clusters
Hub Chocolate Drops
Apple Suckers
Chocolate Coated Suckers
Gold Leaf Marshmallows (5 lb. Tins)

Spangler Candy Company Employees, 1929.

Happy Childhood Memories of "The Candy Factory"

By 1924, eight children had joined the world of Spangler families. Arthur and his wife Helen (Rodgers) were the parents of Betty Jean and Theodore Rodgers. Ernest and his wife Edith (Boyer) had four sons - Charles Boyer, Norman Ernest, Albert Talbot and Frank Talbot. A fifth son, Thomas, who was a twin of Charles, died at birth. Omar and his wife Faie (Gillis) had a daughter and a son - Helen and Harlan Gillis.

To the Spangler children and their friends, the factory was paradise. Saturday afternoon was the time for games there, such as roller skating and playing hide-and-seek around the sacks of peanuts, sugar and chocolate. And they never left without an ample supply of sweets. It was the era of knickers for the boys, so they cut holes in their pockets which allowed the candy to fall down around their knees. Reminiscing in later years, they chuckled about the horde of candy in their knickers which caused them to waddle as they walked!

Although the children did their best to deplete the supply of candy for shipment to customers, the factory, now employing about fifty people, was turning out tons of sweets every week. Production was especially high in the Fall months to meet the Christmas demand. In late 1924, a Bryan newspaper reported that production was 12 to 15 tons of high quality candy weekly. The company sometimes ran a night shift in some departments to keep up with demand.

First Major Plant Expansion

The first major addition at 400 North Portland Street was a large chocolate room added to the factory's north end. The starch department was also enlarged. The records are vague on the date, but seem to place the big expansion during the year of the first Dempsey-Tunney fight, which was 1926.

Wholesale Unit Formed in Maumee, Ohio

Around 1927, business in the area of Toledo, Ohio, and its suburban community showed good growth opportunities. So the Spangler brothers decided to open a wholesale operation in that area. A room for the jobbing business and for candy retailing was rented at 215 Conant Street in Maumee. Truman Spangler ran the store during the week and on some weekends, Arthur, his wife Helen and the children went to Maumee to sell Hand Rolls and other Spangler candies. The venture was successful, so in 1929, Ernest and his family moved to Maumee to operate this second wholesale unit. They expanded the business to carry a full line of merchandise. Growth brought several moves to larger quarters, the first being to the 100 block of West Wayne Street in Maumee, and then in 1939 to Monroe Street in downtown Toledo. The last move was to 28 North St. Clair Street where the business flourishes today.

Variety - The Spice of Success!

During 1929, Spangler candy kitchens were producing approximately 60 different candy items. The Bryan Chocolate Drop was the biggest seller by far. Of the 1,250,000 pounds of candy made by the company in 1929, 160,000 pounds were Bryan Drops: small, chocolate covered vanilla creams widely enjoyed by candy lovers. 115 people were employed at the factory and the Maumee, Ohio, wholesale operation.

Growth Continues During the Depression Years

The 1929 stock market crash brought a quick, deep, continuing sag in business for many companies. But, candy was one inexpensive pleasure most people did not give up. So Spangler Candy Company with its wide variety of candy items to choose from maintained strong operations. All regular employees remained on the job, although in 1931 it was necessary to reduce wages.

THE SECOND TWENTY-FIVE YEARS

Hickok Honeycomb Chips Arrive

Although it was in the middle of the depression, an important growth step was taken in 1931 when Spanglers bought the formula and trademark for the popular chocolate-coated Hickok Honeycomb Chips from C. F. Hickok of Sidney, Ohio, for $1,500. The candy was "invented" unexpectedly. When ingredients for taffy candy, made by Mr. Hickok's firm, were boiled, drippings collected around the edge and outside of the kettles. One day around 1892 a Hickok employee sampled them out of curiosity and liked them. He suggested chocolate coating them for the marketplace. The chips with their mellow molasses flavor and their 128 honeycomb air holes were a good seller for many, many years.

Another popular Spangler product of the depression years was the one-pound Family Package of assorted chocolates. Retailing for 49¢, the chocolates were a superior value and among the pioneers in quality, low-priced box chocolates.

"Second Generation" Spanglers Join the Ranks in the 1930's

Norman, the second son of Ernest and Edith, began work in the Toledo branch after graduation from Maumee High School in 1931. Charles, their oldest son, started in Toledo after his graduation from DePauw University in 1933. Albert, their third son, entered the business after high school in 1934. Harlan (Bun), son of Omar and Faie, graduated from Oberlin College in 1933 and was the first second generation member to go to work in the Bryan operation.

1936 - 1939: Expansion and Tornado

In 1936, the second story of the factory was extended north over the chocolate room. In 1938 it was enlarged an additional twenty feet. A concrete and tile warehouse was also constructed. But on June 10, 1939, much of the Spangler factory came tumbling down when a tornado swept the area. The roof was ripped from the main part of the plant, the west section of the building collapsed and a large garage was demolished. Heavy rains following the twister caused severe damage. However, rebuilding was quickly accomplished and operations were soon on a higher production level than before.

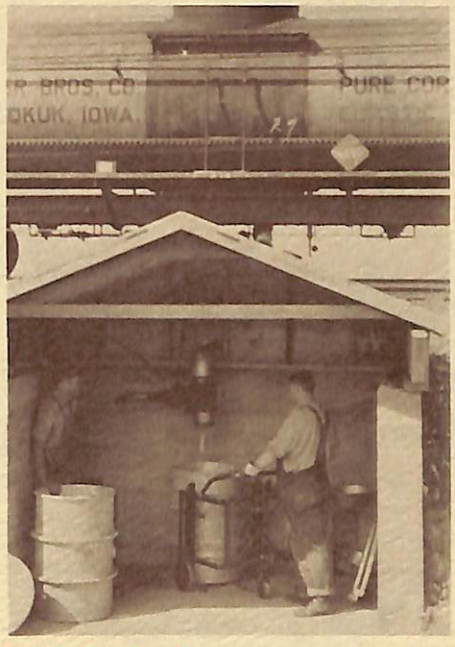
Spangler Marches into the 1940's

Just six months into the new decade, the Spangler families, Spangler employees and friends were saddened by the first death to occur in the Spangler partnership. Omar Spangler passed away June 7, 1940, after a long illness. His widow, Faie and son, Harlan then came into the partnership.

That same year, Theodore (Ted) Spangler, Arthur's son, graduated from the University of Michigan and began work in the factory.

Bulk Corn Syrup Handling: Better Wartime Quotas

A major change in factory procedure took place in 1941 when two large storage tanks were placed inside the factory, allowing corn syrup tank cars on the railroad to be drained into Spangler's own in-house storage. This replaced the former system of handling glucose in 55-gallon drums. The new storage facilities influenced the decision of the firm to bid strongly that year for variety store business with both the Kresge Company and the Morris Stores.



Method of handling corn syrup in 55-gallon drums prior to installation of bulk storage tanks in factory.

Soon after America entered World War II, sugar and chocolate were rationed. However, corn syrup was not and the new tank storage facilities made it possible for Spangler to frequently obtain extra cars of syrup. Because of the earlier decision to gamble on low prices to attract volume business on Creme Peanut Clusters, one of the base years used in establishing sugar and chocolate quotas was from Spangler's heaviest production. Thus, the bulk storage tanks paid out in double measure to the growing firm.

Tornado damage to Spangler facilities, 1939.

A Tasty Dressing For Cakes, Salads, Ice Cream and Puddings
SPANGLER'S
Marshmallow
TOPPING
Ingredients: Sugar, Corn Syrup, Egg Albumen, Soy Bean Protein, Salt, Flavor and Salt
LB. NET WEIGHT
SPANGLER CANDY COMPANY
Manufacturing Confectioners
BRYAN, OHIO

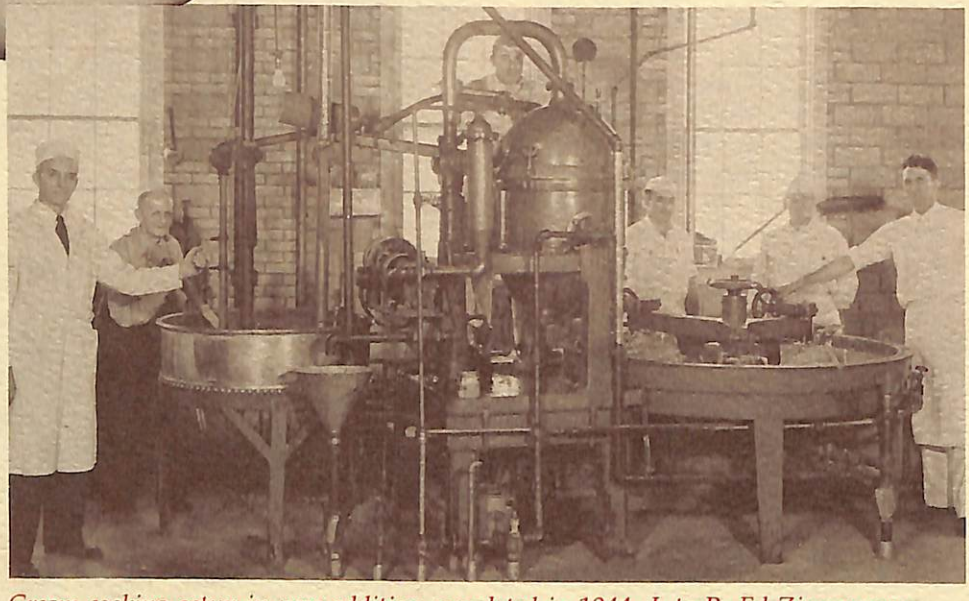
Marshmallow Topping, a Wartime Product

During the war, Spangler candy-makers again displayed their skills, this time by developing many items made with a high percentage of glucose. Marshmallow topping joined the Spangler product line and became an instant success. The white fluffy topping was packed in pint and quart Mason glass jars. For 100 pounds of finished product, only 15 pounds of sugar were required. The demand for it completely exceeded the supply. It was an excellent wartime sugar substitute product and a profitable one.

A large two story addition at the factory's southwest corner was completed in 1944. It expanded and modernized the starch and the cream department operations.

During the war, Norman, Ted and Albert served with the Army and Harlan and Frank were in the Navy. Well above draft age, Arthur and Ernest remained in the factory while Percy Shockley, sales manager, operated the large cash-and-carry jobbing business that developed. Gas rationing brought customers to the factory and also the Toledo Wholesale location to pick up their orders. Charles Spangler managed the Toledo operation during this period since he had not been called into the armed forces. Meanwhile, men going into the services and women into defense plants created many vacancies in Spangler manufacturing operations. Thanks to extra efforts from those employees who remained, operations continued at a satisfactory rate.

Just as the Toledo Wholesale store was doing, the Bryan Whole-



Cream cooking setup in new addition completed in 1944. L to R: Ed Zimmerman, Jim Peltier, Art Morton, Barney Yarlott, Fern Oliver and Bill Strup.

Pictured here is the new addition to Spangler Candy Company completed in 1947.

sale outlet sold everything and anything from paints to shoelaces to light bulbs to tobacco products. At war's end in 1945, the factory was producing over 300 items . . . and as the sons and nephews returned home to the business, they were keenly aware of the wisdom and energy Arthur and Ernest Spangler had put into the operation during the tortured years of World War II.

Spangler Investments & Spangler Properties

A related project was Spangler Investments, a partnership set up in 1945 to keep 15 real estate properties, including two farms, separate from the candy company business. This was the result of Arthur Spangler's purchases, beginning in 1942, of real estate as a protection for the company's earnings. He was convinced that there would be considerable inflation after World War II ended. In 1954 the first partnership was dissolved and replaced with a new one named Spangler Properties.

A Tragic Loss . . .

On August 30, 1945, with the entire country still rejoicing the end of war, the Spangler families received tragic news. Arthur Spangler, founder of the successful enterprise, had drowned in Snow Lake, Indiana, along with three close friends - Dr. C.C. Schwartzbek, Ross O. Stine and Harry Huffman, all of Bryan. The men were fishing early in the evening when a heavy storm struck with incredible swiftness and capsized their boat while they were struggling to reach the safety of shallow water. The loss of these fine men brought sorrow to the entire community.

Partnership Becomes a Corporation

With Harlan, Norm, Albert, Ted and Frank home from the war, the Spangler partnership became a corporation on April 1, 1946. 4,032 shares of stock were issued, all held by Spangler family members. Officers were Ernest, president; Theodore (Ted), secretary and Harlan, treasurer. The corporation included Harlan, Ted, Norman and Frank managing the Bryan operation and Charles and Albert operating the Toledo Wholesale subsidiary. Ernest, last of the three original partners, helped the family members work together and gave them confidence and patient understanding.

A major step toward greater production came in 1947 when established brokerage firms were appointed to sell Spangler confections in many states East of the Rockies. With the additional sales volume, "The Spangler Boys" of the second generation saw the need for enlarged manufacturing, warehousing and other facilities.

A Dream Fulfilled

Arthur and Ernest had often discussed their plans to expand the company's facilities when the time was right. Thus their dream was fulfilled when an ultra-modern addition was completed in July, 1947. It was a fully air-conditioned structure of yellow brick and glass block, incorporating a large stock room, shipping and receiving departments, general offices and the Bryan Wholesale business. The new addition, plus changes in manufacturing equipment and new machinery, helped make the company a pacesetter in confectionery mass production techniques and enabled it to capitalize fully on post-war opportunities.

Each year saw the business expand. More space was a constant need. New manufacturing techniques and equipment were introduced. Norman and Harlan concentrated on production and finance. Frank worked on cost systems and purchasing. Ted was in charge of sales.

A major modernization advancement was the installation of a system in 1948 to handle sugar in liquid form instead of dry. The system saved time, labor and the storage space previously needed to handle 100 lb. bags. The liquid sugar was delivered in tank cars and pumped directly into four heated steel tanks on the second floor.

Goodbye and Good Luck, Florence!

Forty-two years after she first went to work for the company, Mrs. Florence Long Heign resigned as office manager in April, 1950, to make her home in Waterloo, Iowa. She was the first female office worker employed by the Spangler firm and contributed much through the years to modernization and efficiency in bookkeeping systems.

Building Again, in 1951

Another building program was launched in 1951. It included a 3,400 square foot addition on the northeast side of the factory which would provide storage space for raw materials and finished products. Employee lounges, locker space and restrooms were also included. At this time of fast

One of the five boxcars needed to ship Great A & P Tea Company's order for Candy Canes.

growth, the company produced almost 50 varieties of candy and the work force totaled 147 people, about equally split between men and women. Production was approximately 6,125,000 pounds a year, with sales representation in every state East of the Mississippi River.

Famous Dum Dum® Pops Added to Line

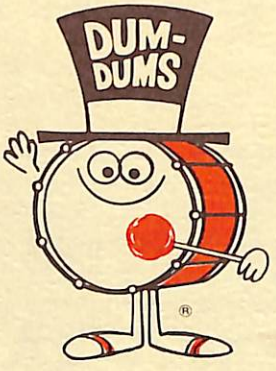
Dum Dum lollipops were originated by Akron Candy Co., Akron, Ohio, in 1924. I. C. Bahr, the early sales manager of the company, said the ball-shaped candy on a stick was named for the dum-dum bullet of World War I. Mr. Bahr said he remembered the bullets and figured dum-dum was a word any child could say. The hollow-nosed bullets had gotten their name from the town of Dumdum in Bengal, India, where they were first manufactured at a metal foundry.

In March of 1953, Spangler purchased the trade name along with equipment and machinery to make Dum Dums and moved the operation to Bryan. The Akron Candy Company at that time was located in Bellevue, Ohio, and it was stated that Dum Dums were the largest selling lollipops in the Midwest. Herb Sire, an aggressive candy broker in Cleveland, Ohio, joined the Spangler firm and continued to sell Dum Dums in several Midwest states.

After the wax wrapped pops had been in production in Bryan for just four weeks, a celebraton was held to mark their entry into the Spangler fold. On June 4, 1953, a special Dum Dum booth outside the factory supplied Dum Dums free to all children (grownups, too!) and offered chances to win special gift prizes.

Over eighty-four million Dum Dums amounting to two million pounds of candy were made during the first full year of production. The first bag of pops was offered. The company then had brokers in forty-five of the forty-eight states.

Today, Dum Dum pops have their own special emblem — The Dum Dum Drum Man. The pops are made in 12 assorted colors and flavors and are enjoyed nationally by kids of all ages.

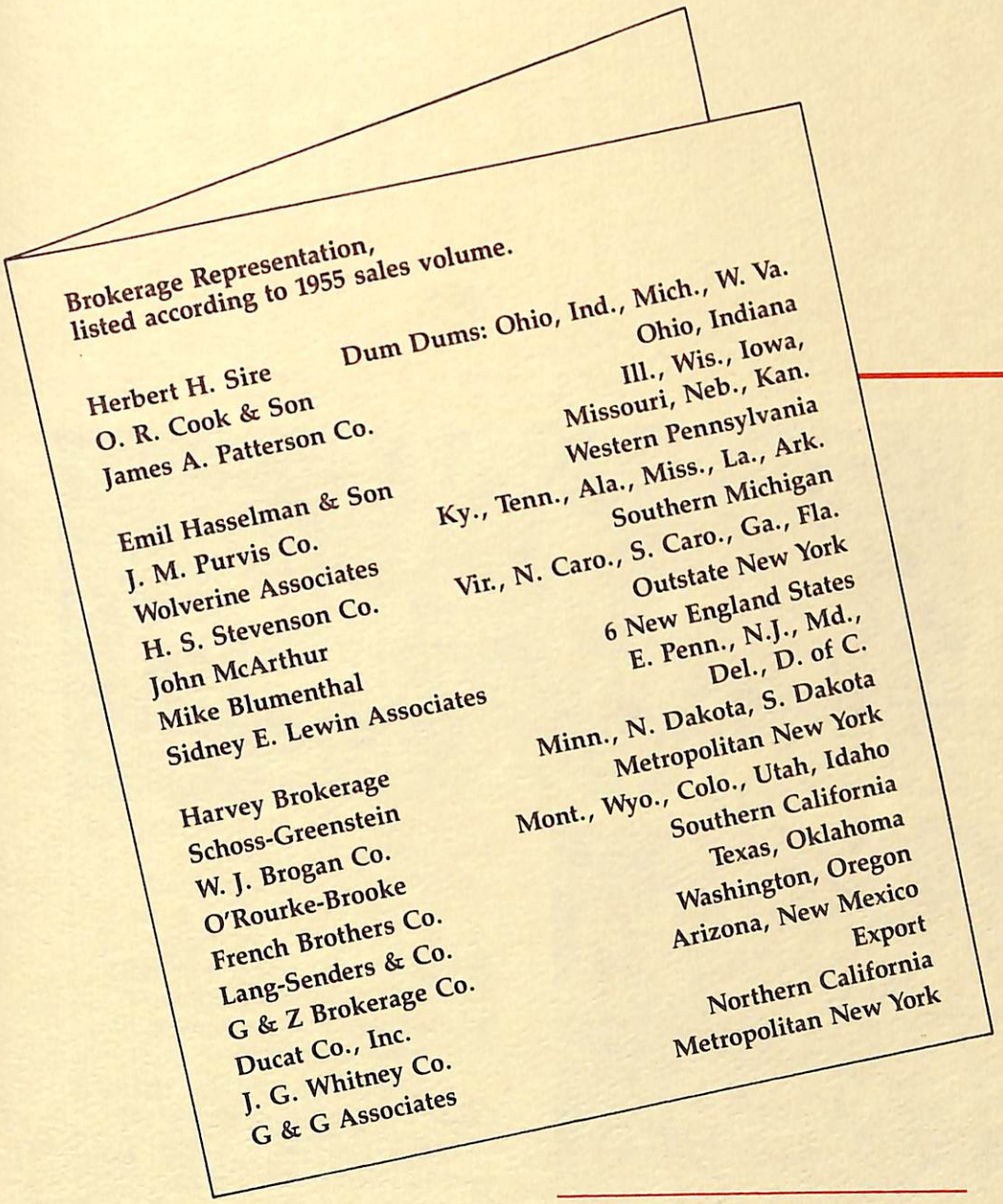


Christmas Candy Canes Join Spangler Candy Family

The A-Z Candy Company of Detroit, founded in 1935 and reported to be the largest Christmas candy canes maker in the nation, was obtained by Spangler Candy Company in March of 1954. The purchase included the machinery and trade names of the A-Z firm. Cane production was estimated to be twenty-five million pieces a year. They also manufactured 25¢ Big Suckers.

The A-Z machinery was moved to Bryan. To accommodate the vastly increased manufacturing volume added by Christmas candy canes, more storage space was needed. A large one story air-conditioned warehouse was built, as was the first Quonset style building. The two additions provided 10,000 square feet of space and capability to manufacture candy canes year-round so that adequate

"Dum Dum Day" June 4, 1953.



Brokerage Representation, listed according to 1955 sales volume.

Herbert H. Sire	Dum Dums: Ohio, Ind., Mich., W. Va.
O. R. Cook & Son	Ohio, Indiana
James A. Patterson Co.	Ill., Wis., Iowa, Missouri, Neb., Kan.
Emil Hasselman & Son	Western Pennsylvania
J. M. Purvis Co.	Ky., Tenn., Ala., Miss., La., Ark.
Wolverine Associates	Southern Michigan
H. S. Stevenson Co.	Vir., N. Caro., S. Caro., Ga., Fla.
John McArthur	Outstate New York
Mike Blumenthal	6 New England States
Sidney E. Lewin Associates	E. Penn., N.J., Md., Del., D. of C.
Harvey Brokerage	Minn., N. Dakota, S. Dakota
Schoss-Greenstein	Metropolitan New York
W. J. Brogan Co.	Mont., Wyo., Colo., Utah, Idaho
O'Rourke-Brooke	Southern California
French Brothers Co.	Texas, Oklahoma
Lang-Senders & Co.	Washington, Oregon
G & Z Brokerage Co.	Arizona, New Mexico
Ducat Co., Inc.	Export
J. G. Whitney Co.	Northern California
G & G Associates	Metropolitan New York

inventory would be available to supply demand.

In the Fall of 1954, the Spanglers were ready for their first Christmas with candy canes. A highlight was a five boxcar order from the Great A & P Tea Company for their New England area stores.

A Time for Sadness

Following a heavy Christmas season, the Spangler family was saddened by the death of Truman Spangler on January 31, 1955. Truman was the eldest brother of the three original partners of the company and his friendly qualities were to be missed.

First Major Sales Meeting

Spangler brokers from nearby states were asked to attend a two day sales meeting in Bryan during April of 1954. Brokers and representatives from sixteen states participated.

Spangler Chocolate Chips for Lady Borden Ice Cream

During the winter of 1955, the company shipped more than eighteen tons of a special, small size Hickok Chocolate Chip to twenty-three states and two Canadian provinces for a two month nationwide promotion of Lady Borden Mint Chocolate Ice Cream. The Borden people featured the ice cream in a March issue of LIFE magazine. The promotion was very successful and therefore was repeated in the Spring of 1957 when 35 more tons of Honeycomb Chips were used.

In November, 1955, the company was ready with equipment and storage space to receive its first full railroad tank car of liquid chocolate from Walter Baker Co. in Dorchester, Mass. The shipment weighed 70 thousand pounds. It was a milestone on the road of progress for the small business which first purchased chocolate in ten pound blocks and melted it in small kettles.

A Million Candy Canes Made to Fill Just One Order!

Montgomery-Ward announced in the fall of 1955 that it would give away $50,000 worth of five-cent candy canes to children who entered their retail stores to visit Santa's toyland. Spangler Candy Company met a large part of Montgomery-Ward's candy cane needs by filling an order for one million canes. The order meant about 3,500 extra hours of employment for Bryan's working people. It filled ten semi-trailers and was distributed to 395 Montgomery-Ward stores coast-to-coast.

Davy Crockett Returns

In 1955, Davy Crockett became a national craze and a special Big Sucker was developed with his face on a paper insert beneath the polyethylene overwrap. The item sold $100,000 worth of product for Spangler. Sales representation then was in forty-seven states, all except Nevada. That year the factory used 4,500,000 lbs. of sugar, 2,500,000 lbs. of corn syrup and 750,000 lbs. of chocolate.

1956: Golden Anniversary Year

It was a year of exciting events for the company founded on September 6, 1906, and for the Spangler family. Early in 1956, the company began a land expansion program which continues to this day. The first purchase was the Buckeye Elevator property (formerly the Lipe Elevator) which consisted of approximately five city lots located one half block east of the factory.

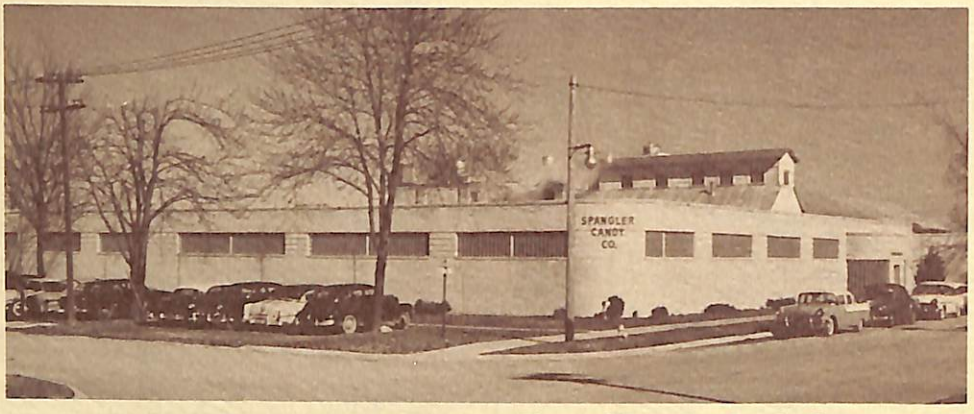


Photo of Spangler Candy Company taken in 1956, the company's 50th Anniversary Year.

Rear view of Spangler Candy Company during the firm's 50th Anniversary Year, 1956.

The towering grain processing building burned in October 1952 in a spectacular fire that at its height threatened to ignite the Bryan Handle Factory and its inventory of lumber, which in turn could have put the Spangler plant in jeopardy.

Two sizable building additions were started in 1956. The first was a 120 × 130 foot free-standing masonry buildng at the southwest corner of the property. It would first be used for storage of Dum Dums and Candy Canes, then later for raw materials, including packaging supplies. It added an additional 15,000 square feet. Next was the placement of a second story onto the 1947 yellow brick addition at the southeast corner of the plant that then held the company offices, the shipping department and the Bryan Candy & Tobacco Wholesale operation. This added 11,000 square feet.

"The Spangler Boys" were now known to Bryan as Harlan, Norm, Ted and Frank. Their luncheon meetings at local restaurants were as much a part of the local scene as were the "sidewalk conferences" of their fathers a generation before them. Charles and Albert continued to operate the Toledo subsidiary.

During the golden anniversary year the company reached the top financial strength and credit appraisal of Dun & Bradstreet Inc. Spangler carried a D & B rating of Aa A1. The 10 leading products shipped during the year were from the following numbers:

Chocolate Covered Cream Peanut Clusters, bulk (#1) and package

Dum Dum Pops, 12 oz bag, 460 count wastebasket, 135 and 120 ct boxes, 80 ct Halloween box

Bryan Chocolate Drops, 20 lb. bulk

5¢ A-Z Candy Canes, 24 ct cradle

Circus Marshmallow Peanuts, 14 oz poly bag

The most up-to-date methods were in use to maintain cleanliness and quality control in every phase of operation. Nearly 65% of the plant area was air-conditioned for year round manufacturing. Over 100 different candies or varieties of candy packages were rolling from conveyor belts to supply quality enjoyment for the American consumers who turned to candy as "the delicious food". Over 300 local men and women were employed during the Fall peak.

In 1956, Spangler tested TV advertising of Dum Dum lollipops.

This was believed to be the first time a penny candy item had been promoted on television. The Columbus, Ohio, and Fort Wayne, Indiana, results showed some success; the third test market in Cleveland was less effective and the program was not continued. One of the more popular Dum Dum packs during this period was the 460 count metal wastebasket with combination self-liquidating premiums. A three-quarter-pound polyethylene bag for sale through supermarkets was a 1954 addition to the Dum Dum line. Dum Dums were advertised as "ball shaped, wax wrapped, in 10 assorted colors and flavors on paper safety sticks".

The company received a Gold Award for its successful method of packaging candy canes in a cradle-style box to protect the sweets during shipment. It was presented by the trade publicaton, VARIETY STORE MERCHANDISER, "For Distinguished Achievement in Packaging for Variety Stores."

A successful Dum Dum merchandising pack was the 460 count metal waste basket with self-liquidating premiums.

"50 Years with the Gold Leaf Trademark"

To record the history of the Spangler firm and the Spangler families, a 35 page booklet was printed covering the years from 1906 to 1956, entitled "50 Years With The Gold Leaf Trademark". It was the result of extensive research by Ernest and Ted Spangler along with the assistance of many long-time employees. It was written by Mrs. Harlan (Ernestine) Spangler.

By its Golden Anniversary Year, the Spangler "candy factory" had become a children's paradise for another generation of Spangler children. They played much the same games their fathers, mothers, uncles and aunts had played — and according to Ed Zimmerman, still the factory superintendent — "were just as noisy". But he put up with their youthful exuberance with patience and understanding.

The year of 1956 was an outstanding one for the company. Dum Dum sales rose 48% to $1,200,000 while Candy Cane sales jumped 33% to $515,000. In both instances that volume was higher than the best year ever recorded by the former owners. Spangler representatives were now selling Spangler confections in all forty-eight states with more and more volume coming from the rapidly growing self-service supermarkets which were becoming excellent outlets for packaged candies.

Bryan Times "Special"

The company was honored during its 50th Anniversary Year by a special section in the September 6, 1956 issue of the BRYAN TIMES. Feature articles noted key events in the company's history since its founding in 1906, and its continuing growth. . .including 26 additions to the plant since the move to North Portland Street in 1913. The newspaper also cited the Spangler family's role in helping the Bryan community grow by active participation in civic, business and political activities.

Front page of special section honoring Spangler Candy Company on its 50th Anniversary, Bryan Times, September 6, 1956.

THE BRYAN TIMES

BRYAN, OHIO, THURSDAY, SEPTEMBER 6, 1956

PRICE FIVE CENTS

SECOND SECTION

BRYAN HONORS SPANGLER'S

Pioneer Firm Marks 50th Anniversary

Only 3,400 People In City When Production Began

Spangler's And Bryan Have Grown Together

Bryan Democrat Files Tell Of Spangler's Start

Founders

Spangler's Board Of Directors

The Spangler Mfg. Company

THE THIRD TWENTY-FIVE YEARS

From the vantage point of a half century's experience, Spangler Candy Company welcomed 1957 as the first year of its second 50 years.

The year was still young when Ernest D. Spangler, sole remaining brother of the first generation, moved up to chairman of the board. He was 74. Theodore R. Spangler, son of Arthur G. Spangler, the company's founder, became the first company president of the second generation. He was 38.

Both Bryan and Toledo Wholesale were set up as individual, separate corporations in June of 1957, and they continue today as two wholly owned subsidiaries of the parent company.

View of Bryan Wholesale building on South Beech Street.

Home Style Fudge Joins the Family

The liquidation of the Ohio Confections Company, Cleveland, Ohio, in the spring of 1957 brought another proven confection into the extensive Spangler line of packaged chocolate candy items. Spangler purchased the formulas and machinery to produce Home Style Pecan Divinity Fudge, a popular candy that had been manufactured by the Cleveland firm since 1938. The fudge's popularity continued, and today Spangler markets it in quarter-pound foil-wrapped rolls.

Ironically, it was an Ohio Confections Company product, "Cocoanut Ditties," that persuaded Spangler to discontinue its first candy item, Cocoanut Balls, in 1925. The Cocoanut Balls had been made with pure sugar and fresh cocoanut while Ditties contained desiccated cocoanut and corn syrup.

"Something delicious for everyone" in the Spangler packaged chocolate line.

Strip-O-Canes Adds to the Millions

Strip-O-Canes was originated in 1957 and added to the 27 million Spangler candy canes that would brighten the Christmas holiday season. Production that year was year-round although all shipments were during an eight week period in the fall.

Strip-O-Canes, originated in 1957, still adds to family fun at Christmas.

Spangler Gets "A Piece of the Rock"

Spangler Candy Company had always financed operations with profit dollars from marketing its products. But in 1957, more space and equipment were needed which could not prudently be generated from working capital. Therefore, for the first time in its history, the company sought outside assistance and borrowed $150,000 from the Prudential Insurance Company of America.

Sputnik Pops Leave Launch Pad

In keeping with the embryo space age, Sputnik Pops in 2¢ and 29¢ sizes orbited from Spangler candy kitchens in 1958. They were promoted by the slogan, "Out of this world, but available here on Earth." 5¢ Sweetie Pie Pops were also introduced.

A Coat for the "Cadillac"

A major packaging improvement for candy canes came about with the wax dipping of the shipping cartons. This kept the canes fresh until customers opened the cartons at retail point of sale and reinforced the *Cadillac of Candy Canes* image. Mechanization of candy cane production had now increased to the point that a 1¢ cane could be added to the line, and all canes were then being individually sealed in cellophane.

Dum Dum Success Grows Sweeter

Penny Dum Dum popularity grew, adding sweetness to the company's sales. During September of 1958 Dum Dum shipments exceeded the entire first year sales (1953) under Spangler ownership.

A premium program on the Dum Dum wrappers added sales appeal and encouraged children not to litter (by saving the wrappers). Long range plans were made to double Dum Dum production. The first step encompassed moving the Bryan Wholesale operation to a warehouse at 119 South Beech Street. The three-story brick building, built around 1885, had a colorful history. First, it was a factory and foundry for making steel plows. Later, it housed Bryan's first automobile garage, and even later it became a school bus assembly plant. Spangler had acquired the property in 1942.

Planning for Tomorrow's Candy Lovers

Spangler Candy Company left the 1950s as it had entered — expanding — both as a company and a source of local employment. A second work shift had been added in January, 1959 to satisfy increasing demand for the popular candy cane line. Day-and-night production has continued virtually unabated through the years to keep pace with America's appetite for Christmas candy canes.

More canes also meant a need for more storage. In March 1959, property across Portland Street directly east of the manufacturing plant was acquired. It included the former Handle Factory, with 30,000

First warehouse addition to the Handle Factory property, 1959.

Gold Leaf Corporation items for fund raising purposes.

square feet of storage area. This was probably Bryan's oldest major manufacturing building. Wheelbarrows built there were said to have been used during the construction of The Panama Canal. Ground was broken late in the summer for a 15,000 square foot warehouse addition to the building.

A Little Gold From the Past

The company drew from its roots in the summer of 1959. The original Gold Leaf brand name was incorporated into the name of a new Spangler enterprise, Gold Leaf Corporation, with offices in Cleveland, Ohio. The first general manager was John A. Buzzard, who later became president of Wilbur Chocolate Co. of Lititz, Penn. The new corporation was created to sell confectionery products to schools, clubs, churches and other fund-raising organizations. All production and shipping was from Bryan. Sales were excellent by the second year and the Gold Leaf Corporation is still a unit in Spangler operations. The offices were moved to Bryan in 1962.

Sales Top $4 Million

The Spangler Candy Company closed its fiscal year ending June 30, 1959, with sales topping $4 million. A local news story, noting Spangler's success, stated: "The daily production of over 1½ million Dum Dum lollipops probably ranks Spangler as the third largest lollipop manufacturer." But still bigger things were coming.

Liquids Lead to Profit

Innovation, always a Spangler specialty, again proved its worth in 1960. The company was by then buying liquid sugar, shipped by waterways from Yonkers, N.Y., to Toledo, and then on to Bryan in railroad tank cars. Of course, freight charges included the water content of the liquid sugar. But, in 1960, the company developed a system and the related equipment that allowed it to take delivery of dry sugar in railroad hopper cars and convert it to liquid sugar, using hot water at the railhead. The new system reduced freight costs by more than $40,000 a year.

Acclaim for Chairman, Company

The Spangler Candy Company and its chairman of the board, Ernest D. Spangler, were recognized in 1960 for their stature in the industry. Ernest was named a *Dean* of the candy industry, and honored at the NCWA convention in Miami, Florida in July. And, the company enjoyed its first *cover story* status when CANDY INDUSTRY AND CONFECTIONERS JOURNAL published, as its feature story in August, a history of Spangler Candy Company from its inception in 1906.

The 50-Ton Day

During one day's 20-hour work period in 1960, 230 employees produced 50 tons of candy, including 2 million Dum Dums — a record output of Spangler goodies. For the full year, nearly 14 million pounds of candy, 38 popular items in 113 packs and packages, entered the marketplace.

There had been 28 plant additions since the company moved to North Portland Street in 1913, bringing the total facilities to nearly 140,000 square feet.

Feature story in CANDY INDUSTRY was highlighted by this cover photo. L to R: Frank, Norman, Harlan, Charles and Theodore Spangler.

A milestone in 1960 was the signing of the first union contract with Local 20 of the International Brotherhood of Teamsters, Chauffeurs, Warehousemen and Helpers of Toledo.

Sailing Coast-to-Coast Through Stormy Economy

Spangler weathered the storms of an up-and-down economy following World War II and was a national company by 1960. Sales increased every year except two. Brokers represented the firm in 50 states and O. R. Cook & Son in Ohio and Indiana led everyone, selling more than $1 million of candy for the third straight year.

1961 — A Significant Year

Ernest D. Spangler, now 78 years of age, was elected honorary chairman, a post that would make his wise and generous counsel available to the growing company, while allowing him more time for family and friends. The board of directors was comprised of Theodore R. Spangler, Harlan G. Spangler and Norman E. Spangler. During the year, operations continued to expand, and the Prudential loan was increased to $500,000.

Toledo Wholesale moved from 313 Monroe Street to larger quarters in a five-floored building at 28 North St. Clair Street. It is still the Toledo subsidiary's home today.

A brief sortie back into candy bar manufacturing took place in 1961 with the purchase of Phyleen Candy Company's candy bar line when Phyleen closed its plant in Huntington, Indiana. Spangler had not offered candy bars for seven years. Major Phyleen products were 5¢ Silver Heart and Golden Heart Creme Peanut Cluster Bars, 10¢ Double Dibs Vanilla and 10¢ Double Dibs Maple. Spangler used genuine chocolate and other quality ingredients in making the bars. Even so, the poor reputation of the Phyleen candy could not be overcome and the project was abandoned in 1965.

More Significant Growth

Ground breaking for a second warehouse addition on the Handle Factory land took place in mid-summer. The new warehouse contained another 15,000 square feet and was of cement block construction. With the addition of two loading docks inside and one

Third warehouse addition to the Handle Factory property, completed in 1965.

outside, all outbound shipping would henceforth be from the Handle property warehouse complex.

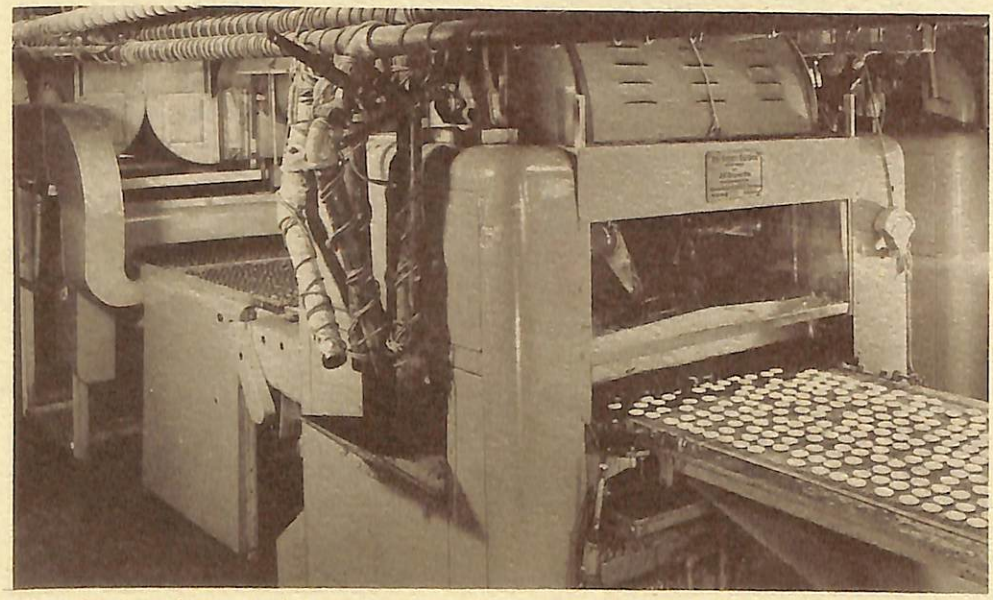
Spangler Stakes Claim to Bubble Gum

Spangler purchased the Shelby Gum Company, Shelby, Ohio in July, 1962. The Shelby firm, founded by John Wilsdon, had long ago laid its claim to fame. . . the invention of bubble gum in 1927. But, as so often happens, another fellow with better recognition has traditionally been given credit for the invention. In bubble gum's case, it was Walter Diemer, a cost accountant for The Frank H. Fleer Corporation, who claimed the discovery in August, 1928. By 1962, the Shelby firm was considered fourth in the nation in bubble gum volume, with wax-wrapped gum being sold under the tradenames of Blo Bubble, Blow Gum and E-Z Blow in all states East of Denver.

The Shelby acquisition marked the first time Spangler had purchased a firm, with plans to maintain operations at a location other than Bryan. Rex Pendleton took over as plant manager, and moved to Shelby with his family. The concept of operating the gum company in Shelby proved unprofitable and five years later the equipment was moved to Bryan. Rex returned to Bryan as plant engineer.

During 1962, the growing company installed IBM data processing equipment to streamline office procedures and customer service. Sixty-five million canes streamed from the Spangler candy kitchens that year, but even so, a late surge in orders resulted in a severe oversold condition on 1¢ and 2¢ canes.

1963 marked the 50th year of business at the North Portland Street location. Management's progressive, innovative role was evident in every sphere of operation. The plant was modern, highly automated, with 320 employees. Many production and storage areas were air-conditioned and humidity controlled. Product quality and sanitation in all areas were constantly monitored. Annual production called for 80 railroad cars of sugar, 50 cars of corn syrup, 25 truckloads of chocolate and a dozen truckloads of peanuts.



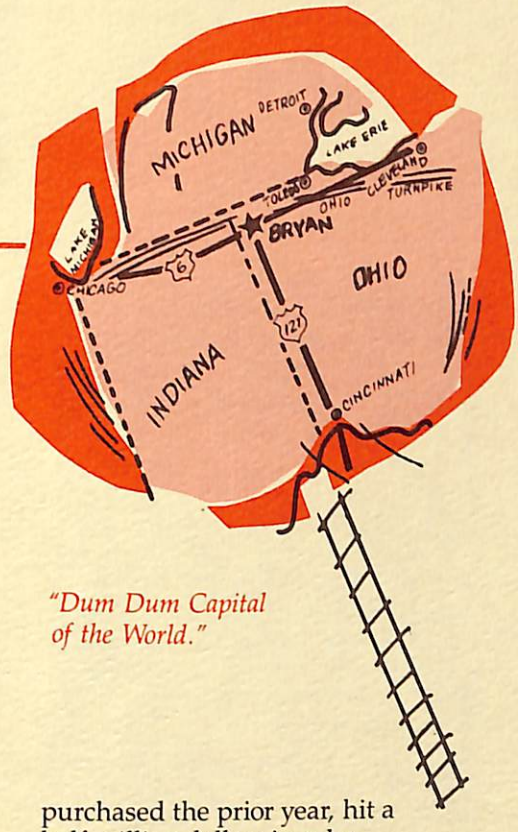
Chocolate enrobing machine coating a variety of goodies.

Second Generation in Command

The second generation Spanglers now actively managed the company. Ted Spangler served as president and sales manager, Harlan (Bun)

Spangler was treasurer and financial officer, Norman Spangler was secretary and production manager. Frank Spangler was in purchasing and product design. Charles was transportation manager and in sales service. Albert managed the Toledo Wholesale operation. Ernest Spangler, now 80, continued as honorary chairman. Four boys of the third generation were also active, with Greg working summers in the Bryan plant, Jim in Gold Leaf and Dan and Doug in the Shelby plant.

Sales increased for the 11th straight year, and topped $5 million for the first time. This was quadruple the 1950 volume. Dum Dum pops production peaked one day at three million. And Shelby Gum,



"Dum Dum Capital of the World."

purchased the prior year, hit a half-million dollars in sales.

"Dum Dum Capital of the World"

The Spangler company gave many things to Bryan citizens through the years — hundreds of jobs, recreation facilities and continuing Junior Achievement sponsorships. Now it gave them a title. "Dum Dum Capital of the World" was bestowed on Bryan in 1964. Production of the country's favorite lollipop reached an average of 1.75 million daily, making Spangler the nation's largest producer of 1¢ lollipops.

Warehouse Addition Adds 50% More Storage Space

As companies grow, so must they build. And build Spangler did. Work began in December, 1964, on a 20,000 square foot warehouse addition to the Handle Factory property. Though most of the old factory would be removed, its successor offered 50% additional storage space. The entire complex promised cost-saving efficiency when it was completed in the spring of 1965. The expansion included two more loading docks. At the same time, factory office enlargement and renovation were underway.

From Behind the Wheel to a Wheel

The Spangler company encourages career opportunities and advancement within the business for employees. None were more successful than Lyle Riter, who went from truck driver in 1929 to plant superintendent in 1965.

Lyle served in many positions during his career, giving him a comprehensive knowledge of the candy company and its wholesale subsidiaries. Starting as a truck driver for Bryan Wholesale, he advanced to salesman in 1936. Next, he became plant supervisor of shipping and receiving. Later he supervised the cream and starch manufacturing departments, and still later was manager of the Bryan Wholesale unit. In 1953, Lyle became assistant plant superintendent until 1965 when he was appointed plant superintendent, a position he maintained until his retirement in 1976.

Employee Performance Concept Proves Its Case (A Million Times)

Employees were encouraged to follow a basic concept in performing their duties: safety first, quality second, quantity third and the customer always. They responded well. More than a million cases of Spangler quality products were produced in 1965. Dum Dums rolled off their special presses at

the daily rate of 2.5 million. Production and cost savings were aided by newly installed machinery which allowed the company to make its own safety paper sticks for Dum Dums and other lollipops;

savings were expected to be $40,000 per year. A new item in the *house of lollipops* line was the 5¢ Platter Pop made with Dum Dum style candy.

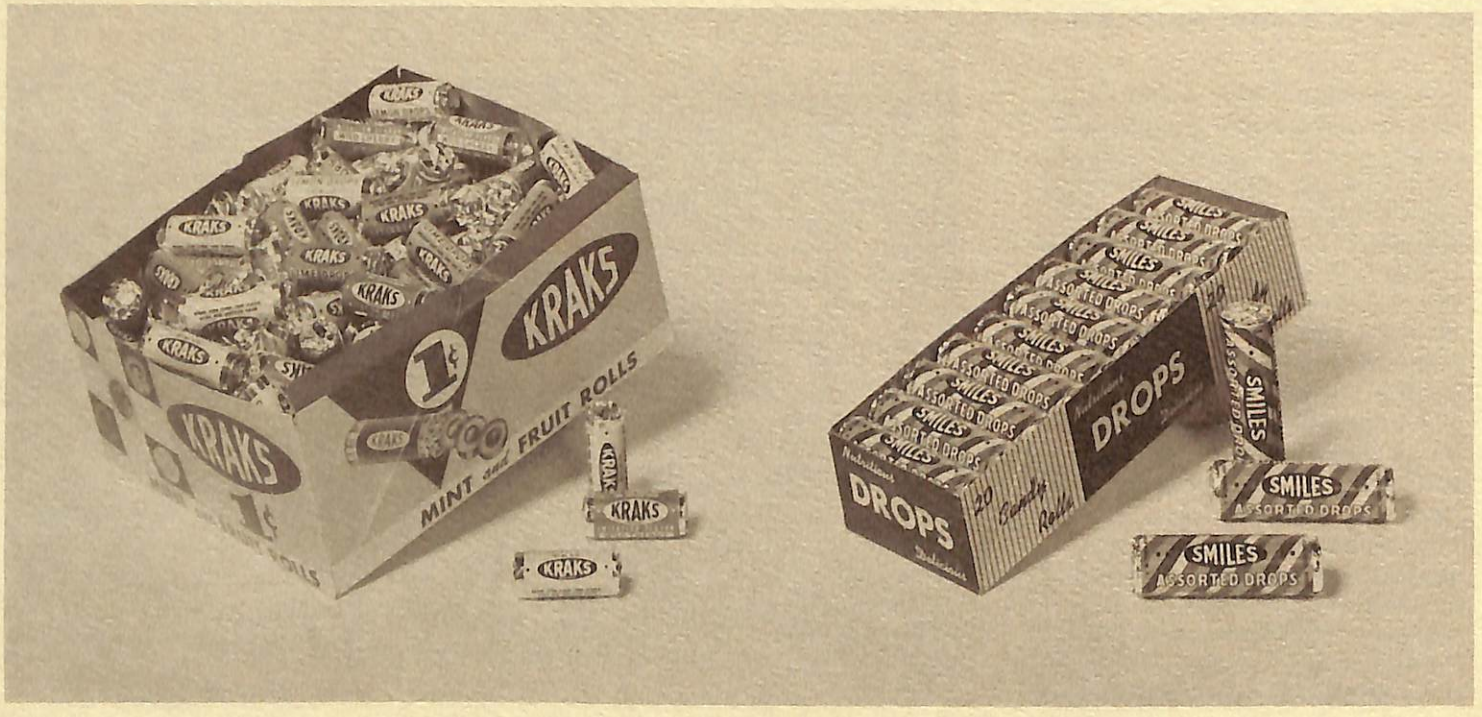
Candy Rolls Roll to Bryan From New York

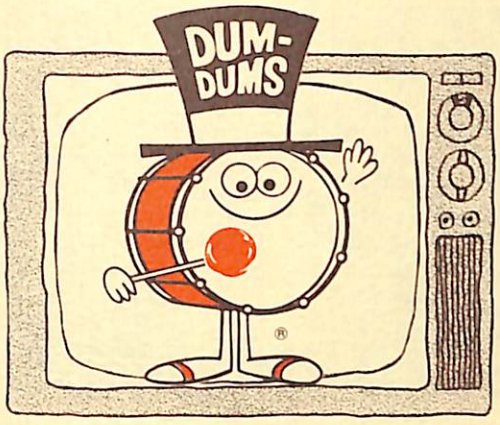
Spangler Candy Company purchased American Mint Corporation of New York City in December of 1965. The 43 year old New York firm made 1¢ pressed tablet candy rolls named Kraks and 5¢ hard candy rolls named Smiles. Sales had been averaging $600,000 per year. The candy tableting machinery and other equipment for Kraks was sent to the Shelby plant and the hard candy Smiles roll machinery was set up in Bryan. Thirty employees were added as a result of the acquisition.

More Bricks and Mortar Shape Spangler Growth

Construction of a second story on the building then housing the general offices was completed in February of 1966, and production was soon started in the 7,200 square foot addition. A two-story addition along the west edge of the main building on West Trevitt Street was completed in the Fall. It provided 27,000 square feet of production space and represented the fifth construction program completed by the company during the five-year period, 1961-1966.

Spangler manufacturing, warehousing and office space had now grown to a total of 163,000 square feet and daily production included 2.5 million Dum Dums, 250,000 Christmas candy canes and 333,000 packages of roll candies.





Dum Dums Make Television Debut

A series of test market animated television spot commercials were undertaken, beginning in Columbus, Ohio. Supporting the television promotion were new package designs, display materials, and the famous copyrighted Dum Dum Drum Man featured on all Dum Dum packaging. A new corporate logo also entered the marketing arena. The smiling S configuration was unveiled. It incorporated a smile in the lower half of the letter S, which denoted the idea that candy is fun for both children and adults. The logo has stood the test of time and remains in use today.

Other Noteworthy Events in 1966

Ralph L. Harding became general sales manager in May. He was the first non-family member to hold that position. With a diversified background in the industry, he brought valuable experience and talents to the Spangler operation.

September marked the 60th anniversary of the company's founding by Arthur G. Spangler. From its tiny beginning in 1906 with one employee, Eber Paine, employment now stood at over 400. The annual payroll was a major stimulus to the Bryan community's prosperity. Spangler confections were being sold in all 50 states through 20 brokerage organizations. The Bryan and Toledo Wholesale operations and Gold Leaf Corporation were also prime contributors to sales and profits.

Dum Dum Pops in automatically weighed and sealed packages.

A New Cook Every 20 Years

In 1967, Maury Cook joined the O. R. Cook & Son Fort Wayne brokerage organization to become the third generation of the Cook family to sell Spangler candies. Orange Cook started as the first non-family Spangler salesman in 1927. He retired in 1960. His son, Tom, joined his father in 1947 and subsequently retired in 1975. The Cook's territory covered Ohio and Indiana, two very important home states. Today Maury lives in Columbus, Ohio, and sells Spangler products as a representative of the Kaye & Silver Brokerage Co. of Cleveland.

Faster Does Mean Better

Steps taken in 1967 increased production through automation. High-speed roll wrappers were ordered from England. By the millions, Dum Dums traveled automatic bagging lines which weighed, formed, filled and sealed each package. The lines were fed by 31 wax paper wrapping machines. A new hot room brought more Circus Marshmallow Peanuts into American homes by boosting production. A cold storage room was added in the shipping department for chocolate and nut items. Doing it faster produced 55 candies in 200 different packs in 1967. Sales topped $6 million. The Spangler complex now covered 246,000 square feet with the Shelby plant adding another 40,000.

Information is the Name of the Game

Vital and timely information for key management decisions became available when a Univac 9200 computer was installed in 1967. It replaced the previous IBM punch card system. The new computer could process payroll, accounts receivable, accounts payable, brokers statements, finished goods inventory and fixed asset records. And, it was expandable to meet future needs.

Seven Spanglers and sales manager, Ralph Harding, comprised the management committee, which met each Monday beginning with lunch. Production and maintenance supervisors met each month. In addition, management personnel and plant supervisors got together at a monthly luncheon.

Cutting the cake in honor of Ernest D. Spangler's 85th birthday. L to R: Dan, Chuck, Norman, Ernest, Harlan, Ted, Frank and Albert Spangler.

Harlan G. Spangler, 1911-1976.

Harlan Spangler Elected President

Harlan G. (Bun) Spangler became Spangler Candy Company president in November, 1967, and continued as treasurer. He brought to the presidency 34 years of experience in plant operations, employee relations and finance. Harlan succeeded T. R. (Ted) Spangler, who became the company's first director of marketing.

Shelby Gum "Taken Under Wing"

Plans were announced to close the Shelby Gum plant in November 1967 and move its production to Bryan. The shutdown ended the unique 43-year operation in Shelby and put all Spangler production again under one roof. The old plant was eventually sold at auction.

The equipment was moved to Bryan that winter and the famous bubble gum rolled out of its new home in the Spring. There was also a new face in the gum line; 1¢ Bubble Gum Smokes was greeted with immediate acceptance in the bubble gum world. Two-hundred cases hit the market in April, 1968 and sales grew to 3,200 in August.

Candyman Celebrates 85th Birthday

July 23, 1968, was an eventful day. It was the 85th birthday of Ernest D. Spangler who had seen the company rise to become a major force in the candy industry since he had invested $400.00 in the enterprise in 1908.

Rising From Within

Rising through the ranks, Duane Fox, a 10-year company employee was appointed to the newly created position of manager of technical services in September of 1968. Duane previously served five years as assistant plant engineer.

The 10-Year Buildup

Steady progress had produced big sales increases by 1969. Sales were $8 million which was double the 1959 volume. The combined Bryan and Toledo Wholesale subsidiary sales grew from $3.5 to $5 million in the same 10-year period.

In 1969, 555 million 1¢ and 2¢ Dum Dums brought sweetness to sales. An automatic 5¢ cane production line added to Spangler's position as a leader in the Christmas candy cane business. And a 10¢ By Golly Lolly Pop was added to the lollipop line.

Tons of raw sweets were needed for the millions of confections produced daily. In 1969, 10.6 million pounds of sugar, 8.6 million pounds of corn syrup and more than half a million pounds of chocolate were among the ingredients used.

Ralph L. Harding

Another "Dean" for Spangler

Ralph L. Harding, who had joined the company as general sales manager in 1966, was named a *Dean* of the confectionery manufacturing industry at the 24th annual NCWA convention in 1969. Ralph's noteworthy contributions to the company's sales success were marked by his promotion to vice president later in 1969.

C. Gregory Spangler Joins as Assistant Treasurer

New family blood entered the business in June, 1969, when C. Gregory Spangler was welcomed as assistant treasurer. He brought five years of public accounting experience to the firm and followed his father Charles and his grandfather Ernest into the Spangler con-

fectionery manufacturing business.

A special attraction brightened the 1969 holiday season for McDonald's fast food customers. They received gifts of Spangler 5¢ Christmas Platter Pops. The 422 case sale to McDonald's was through the efforts of Maury Cook of O. R. Cook and Son.

At the end of the year, Mr. & Mrs. Leland Dietz retired after a combined total of 36 years with Spangler. Aletha concluded 17 years as office manager and Leland ended his 19 years as a salesman for Spangler Candy & Tobacco of Bryan. He traveled the tri-state area driving about 500 miles each week.

Moving Strongly Into the 70's

In command of Spangler Candy Company's operations since 1963, the six male members of the second generation of Spanglers prepared for more growth in the decade of the 70's, with several moves to add management strength and breadth.

Robert C. McConnell, with an outstanding background in both industrial and public accounting, was named office manager. Gary E. Tinkel, a native of Ft. Wayne and a systems engineer with Sperry Rand Corporation, was hired as data processing manager. Earl "Doc" K. Reed, with extensive experience in candy marketing, joined the Spangler team as Eastern regional sales manager, headquartering in metropolitan New York. Jack Shockley, district sales manager since 1965, was promoted to Midwest regional sales manager.

Mrs. Mary A. Friedel was named to the new post of administrative assistant to the sales department. She was first employed to handle accounting duties and in her 21 years with the company had been involved in nearly all office functions.

In October, Charles B. Spangler, vice president-sales service, was elected to the three man board of directors, replacing his younger

Second generation Spangler men. L to R: Theodore R., Harlan G., Albert T., Charles B., Frank T., Norman E.

One of the tractor-trailer combinations in the Spangler "truck line."

brother, Norman. Joseph H. Corbeau, veteran manager of Spangler Candy & Tobacco of Bryan, was elected its president in November. Third generation Spanglers now with the firm in Bryan were Greg Spangler, son of Charles; Dan Spangler, son of Norman; and Pat Hurley, nephew of Harlan. Albert Spangler's son, Jim, was working with the Toledo Wholesale unit.

25,000 Square Foot Warehouse Addition

August of 1970 saw completion of another warehouse addition to provide storage for Christmas merchandise. It was built of cement block and was faced with the familiar Spangler cream-colored bricks. Up to 168,000 cases of candy canes could be stored, making it a veritable Fort Knox for cane lovers.

Wheels of Progress

The company was now operating two truck-tractors that pulled two van type trailers and one van-tanker combination trailer. Three weekly Chicago runs by the van-tanker carried candy to western customers and 32,000 lbs. of liquid corn syrup in the tank on the return. The other truck transported candy and gum to distribution warehouses in New York and Philadelphia. Supplies were brought to Bryan on the return trip.

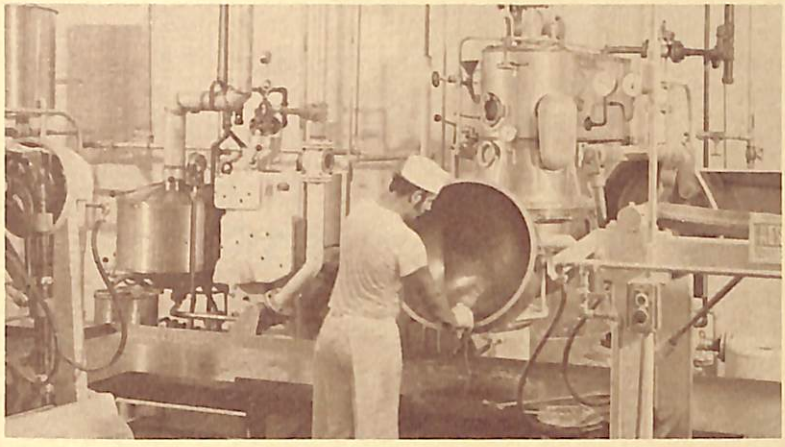
Showing and Telling

For many years, the Spangler candy plant had offered tours to the public. In May of 1971, veteran Spangler candyman Jack Shockley prepared a special commentary for tour guides to use. Among the facts visitors learned from the commentary at that time were:

- 2.5 million Dum Dums in 12 different flavors are manufactured daily.
- Bubble gum is prepared in 500 lb. batches. Each batch produces 34,000 pieces of 1¢ bubble gum.
- Half a million Christmas candy canes are produced daily on two shifts. All canes are completely sealed inside cellophane or polyethylene film.
- 5¢ and 10¢ suckers are produced for Valentine Day, Easter, Halloween and Christmas with special embossed decorations for the occasion. The suckers are also made as year-round items.

"Cane Capital of the World"

Others were talking of the company's success in 1971. An article published by the Akron Beacon Journal shortly before Christmas noted Bryan as "The Candy Cane Capital of the World." And this was rightfully so. One-hundred and fifteen-million of the Christmas holiday treats rolled off the lines that year. The article said one day's production would place a cane in the hands of each of the Toledo area's 600,000 residents. Each cane batch starts with 60 pounds of liquid sugar, 40 pounds of corn syrup and 1.5 ounces of peppermint extract. A series of machines then shape, snip and curl the batch into the desired size. "One legend has it that a 16th century German minister was the first to put crooks in peppermint stick candy to copy a shepherd's staff," the article said,



Operator tends 3,000 lb/hr. Hansella Cooker used for making 100 lb. batches of candy for canes.

"to help keep children quiet during those long church sessions."

1971 and More Records Are Broken

1971 was another record-setting year. Sales rose for the 18th straight year and topped $10 million. Orders arrived from all 50 states through 35 brokers. Contributing to the increases was more automation in Dum Dum and candy cane production. A 29¢ Jumbo Peppermint Stick was introduced and contributed to the company's booming Christmas sales.

Buying for the Future

With sights set on long-term growth, Spangler in October of 1971 purchased the former Vistron Plastic plant which was located across Trevitt Street, immediately south of the main manufacturing plant. After some remodeling the 50,000 square foot building yielded storage for raw materials and packaging supplies.

To Go or Not To Go Public

As 1972 arrived, a new direction was in the think tank at Spangler. The shareholders met that spring to consider "going public" by selling corporate stock on the open market. Consideration for the idea began in 1970. Ted, Frank and Greg Spangler formed a committee to explore it further. Though 1972 again showed record profits, a tightening economy the next year and a downturn in the stock market diminished the opportunity and no public offering was ever made.

Candyland Fantasy of Success Continues

17,000 square foot warehouse addition completed in 1973.

A 1973 article described the Bryan plant as a virtual "Candyland that will dazzle every child's big saucer eyes." But dreams were reality for this Candyland. Business mounted as Spangler continued its own version of *fantasy*.

Sales gained for the 20th straight year and hit $11 million for the first time. The achievements were remarkable considering that both a price-controlled economy and nationwide publicity about trick-or-treat hoaxes were dampening Halloween sales.

Spangler Star Brightens

Growth continued in 1973 with both new construction and mechanical improvements. The candy cane warehouse was connected to the shipping complex after the City of Bryan vacated rights to a separating alley. The 17,000 square foot addition was the final step in completely filling the former Handle Factory and Buckeye Elevator properties. A new tank and its related building doubled liquid sugar storage. The new facilities could service the largest jumbo railroad cars and helped lower the cost of sugar.

More land was acquired near the factory. A strip between the plant and the railroad that was deeded to the New York Central back in 1918 was repurchased; the railroad originally bought the land under the promise of extending a rail siding to Spangler, which it never did. Also, a sizable Penn Central tract on the north side of Edgerton Street was purchased, bringing the total new land to 74,000 square feet. It would be used for employee parking until new buildings were needed.

Spangler Team Grows Stronger

The company management team was strengthened with promotions and additions in 1973.

The first members of the board of directors that came from outside the company were elected. Robert H. Dugan, vice president with Reynolds & Reynolds Co. of Dayton, and Wallace C. Blankinship, former vice president of Stouffer Corporation in Cleveland, joined Harlan, Ted and Albert Spangler.

Duane Fox was named to the new position of manager of manufacturing. Gary E. Tinkel was promoted to production control manager. Gordon Arnold, a Spangler employee from 1957 to 1962, rejoined the firm as manager of technical services. Third generation family member Pat Hurley became supervisor of standards and cost control.

In December of 1973, Greg Spangler assumed vice presidential duties in addition to being company treasurer.

The only dim spot in otherwise bright management changes came on Dec. 31, 1973, when Norman E. Spangler went on medical retirement. He was the first of the second generation Spangler boys to join the company. And his retirement marked the first to leave the management team. From a company truck driver for Toledo Wholesale in 1931, Norm rose to the board of directors and as vice president of manufacturing, was for many years a key to company growth.

At the Board meeting in March, 1974, Robert H. Crumbaker was elected to succeed Wallace C. Blankinship, who had tendered his resignation for health reasons. Mr. Crumbaker held the post of vice president of financial advisory services for the Union Commerce Bank of Cleveland.

In the Fall of the 1974 year, Frank T. Spangler, vice president-purchasing, was elected to the five man board of directors, replacing Albert. Ted Spangler, who then headed marketing operations, was elected senior vice president.

Aggressiveness Fights Inflation

By October of 1974, the prices of corn syrup and sugar, major ingredients for Spangler products, had more than trebled since January of 1973. November saw sugar peak at 72¢ per lb. But careful purchasing had enabled Spangler to acquire sugar at prices no higher than 54¢ a lb. delivered. Even so, it was clear that the company must become aggressive and help offset inflation with moves to raise efficiency throughout all areas of operation, and to establish product prices realistically keyed to rising costs.

"Goodbye" to the Penny Dum Dum

Billions upon billions of wholesome Dum Dum lollipops had been sold for a penny each, since Spangler had purchased the Dum Dum business from Akron Candy Co. in 1953. Now, in April of 1974, it was clear that the 1¢ price could not be maintained; skyrocketing costs of sugar and other ingredients ruled it out. Therefore, a 2¢ Dum Dum was phased into the line during 1974, and the 1¢ Dum Dum was permanently retired from the scene.

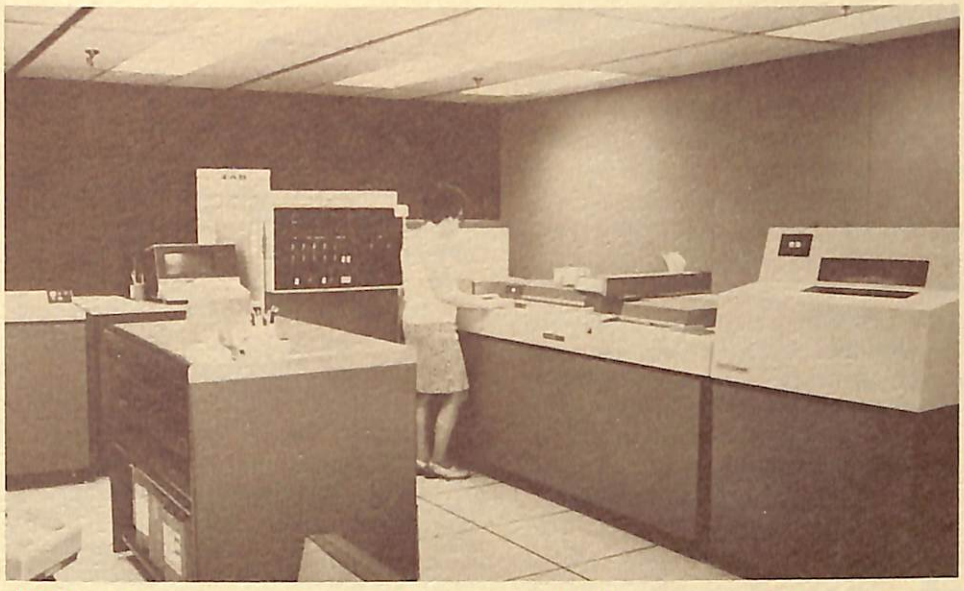
Steps taken to raise efficiency in making Dum Dums included the addition of a second machine for making rolled paper Dum Dum sticks, installation of another Dum Dum cooker and installation of a new lollipop press.

Data Processing Power Boosted

Donald G. Holzhause had joined the company in January of 1974 as data processing manager. By mid-year, his department had automated a standard cost system which enabled the company to track changes in costs of any and all components for every item manufactured, on a daily basis. Thus, selling prices could be adjusted on a timely basis to compensate for the pressures of inflation. The new system proved invaluable and is still a major tool being utilized by management.

More Land and Buildings as Growth Continues

Early in 1974, the company purchased four lots owned by The Aro Corporation at the southeast corner of Portland and Trevitt Streets. This land was the second portion of the old Handle Factory property. Also, by June of 1974, remodeling of the south part of the former Vistron building was completed and the general offices were moved to these new quarters.



Modern data processing equipment assures speed and accuracy in customer service and up-to-the-minute cost control for profitable operations.

Theodore R. Spangler

Ernest D. Spangler - The End of an Era

Ernest D. Spangler, honorary chairman of the firm, died at his home on River Road in Maumee, Ohio, on February 3, 1975. He was 91, and his death ended a memorable era, for he was the last of the four Spangler brothers from the first generation who steered the company along its successful course. Ernest was the youngest of the four brothers and they fondly referred to him as "Babe." Ernest had moved to Maumee with his family in 1929 to head up the firm's second wholesale unit and had lived there ever since.

Foresight Foresees Energy Crunch

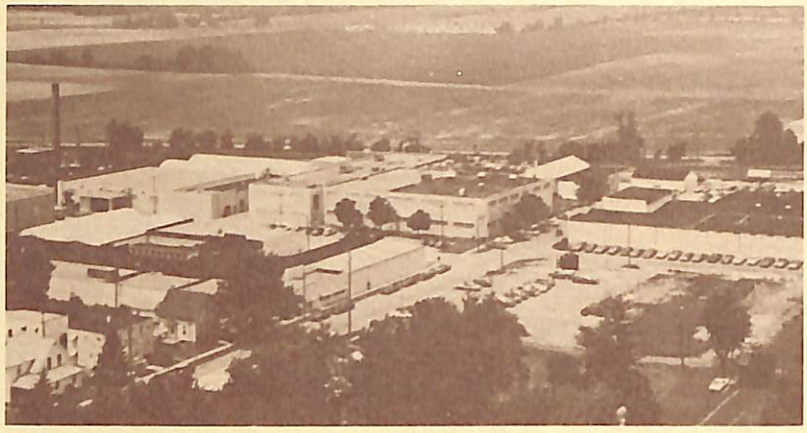
Management displayed valuable foresight in 1975. Plans were made to keep the factory rolling if ever there was a shortage of natural gas. Spangler purchased, in September, the Gulf Oil Petroleum Products Depot on Wilson Street in Southeast Bryan. Though the candy factory was powered by natural gas, the depot's 74,000 gallon fuel oil capacity would provide alternate energy in emergencies. Several times during the next few years the plant switched to fuel oil when natural gas supplies were restricted or allocated. In the severe winter of 1978, productivity remained high despite disruptive gas shortages.

Another NCWA "Dean" for Spangler

Ted Spangler was named *Dean* of the confectionery manufacturing industry at the NCWA's national summer convention in Chicago in 1975. He was the third firm member so honored. Ernest D. Spangler was named *Dean* in 1960 as was Ralph Harding in 1969.

Board of Directors Follows Plan

Plans for maintaining strong management, with a programmed order of succession, were finalized in 1975. The first steps to implement the plans were taken at the directors' meeting in October. Harlan G. (Bun) Spangler, president since 1967, was elected chairman of the board of directors. Theodore R. (Ted) Spangler was elected president and chief executive officer; he had been president of the company previously from 1957 to 1967. And Duane E. Fox was elected vice president of manufacturing. The directors agreed that, as a memorial to the three early partners, Arthur, Ernest and Omar, the corporation would make a gift of $15,000 to the Bryan Area Foundation.



Aerial view of Spangler facilities, 1975.

More Strengths Added

Roger Dean was elected president of Spangler Candy & Tobacco of Toledo, Inc., in December of 1975. Roger had joined the Toledo operation in 1960 after many years of management successes in the wholesale trade. Albert T. Spangler retired at year-end 1975 after 41 years of service. He had been a fine liaison between manufacturing and wholesaling and was the second of the second generation Spangler family management team to retire.

In December, plans were finalized to expand the general offices that had been moved to the Vistron building in 1974. Space was needed for the growing electronic data processing department, executive office additions and a larger board room. The management committee had previously approved a proposal for a new, more powerful computer system, a Univac 90/30 with communication capabilities.

A Booming Bicentennial Year

Throughout 1976, Americans were expressing their gratitude for their great country on the occasion of its 200th birthday. In a Spangler newspaper advertisement featuring the number '76 made up of Dum Dum lollipops, the message included these words: "We're grateful for the opportunities America has given our company to grow and prosper... and for the success Dum Dums and our other confections have enjoyed. So, we've asked our Dum Dum man to express his thanks in his own special way — 'Happy Birthday America, Happy Birthday To Us All!' "

Keeping in spirit with the Bicentennial, two specialty lollipops were introduced. The 15¢ flag-decorated Spirit of '76 By Golly Lolly Pop and the Spirit of '76 Super Pop added tasty enjoyment to the celebration.

Spangler's own heritage of success continued during 1976. It was another record-setting sales year, the 26th consecutive annual gain. Lending to that success was the addition of 38 new items or packs, some of which found a permanent place in the Spangler line.

Automation continued to prove valuable. Nine production lines made 1,500 candy canes per minute or 100 million per year. And automation was cutting costs. Whereas employment in 1965 was 444 people and sales were under $6 million, 1976 saw 342 employees move sales over $15 million. Four additional Aquarius lollipop presses and a cooker were ordered to modernize Dum Dum production.

Toledo Wholesale Expands

Spangler's wholesale subsidiary unit, Spangler Candy & Tobacco of Toledo, Inc., purchased the inventory and some delivery vehicles from the wholesale candy and tobacco division of H. C. Albring Co., Toledo, in August of 1976. The purchase boosted Toledo Wholesale's sales by approximately $4 million. Five former Albring salesmen brought their experience and trade contacts to the Spangler operation. The office staff and warehouse operation were also expanded to handle the added business.

The North St. Clair Street building in Toledo was revamped under Roger Dean's direction with the addition of skatewheel and belt conveyors. And flow racks were installed on the second floor where cigarettes were inventoried and tax-stamped.

Specialized machinery brings automation to candy cane bagging.

Honorary Chairman... for Just a Little While

Sadness came to the Spangler families and their many friends when Harlan G. Spangler, age 65, died suddenly on July 14, 1976. His death occurred only two weeks after he had retired and been named honorary chairman of the board on June 30, 1976.

Harlan had devoted his entire working career to the company in the Bryan plant, beginning as a factory laborer in 1933. He assumed the duties of financial officer upon the death of his father, Omar, in 1940. He served as treasurer of the company from the time of its incorporation in 1946 until 1971. He also served as president from 1967 until 1975, when he was elected chairman of the board of directors. Harlan's son, Dean L. Spangler, vice president, finance, Cleveland Alloy Co., was elected to the Spangler board in August, 1976, to fill the vacancy created by his father's death.

The Spangler Candy & Tobacco Co. subsidiary at 28 N. St. Clair St., Toledo, Ohio.

Panorama of Change

Frank T. Spangler announced his retirement to become effective December 31, 1976, at the board meeting in June of 1976. Chuck Spangler had retired earlier during the year. This left Ted Spangler, now serving as acting chairman of the board, the only member of the second generation still associated with the company.

C. Gregory Spangler was elected executive vice president at the June board meeting, and retained his responsibilities as treasurer.

Chester Dahl, a former store manager for W. T. Grant, joined Spangler in 1976 as general manager of the Gold Leaf Corporation. He would later become Spangler's Midwest regional sales manager.

Also in 1976, Jim Richard, a 10-year veteran with the company became plant superintendent, succeeding Lyle Riter who retired after a 48-year career with the Spangler firm.

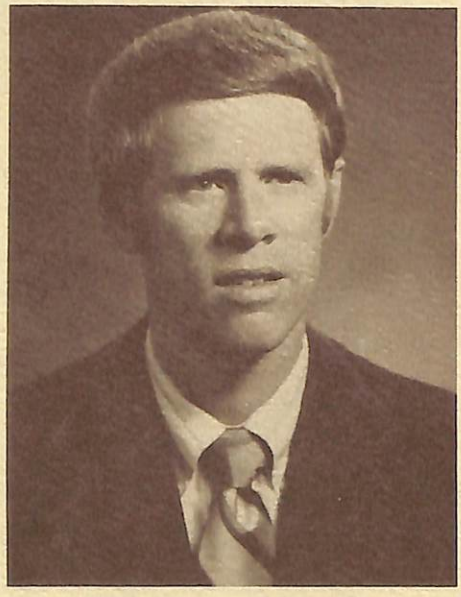
Joe Corbeau, president of the Bryan Wholesale subsidiary, retired in December, 1976, and was succeeded by Jack Shockley. Bruce R. Spangler, the youngest son of Harlan and a graduate of Defiance College, joined the Bryan Wholesale subsidiary sales force in the fall of 1974 and later became assistant to Jack Shockley.

Purchasing agent responsibilities at the factory were put in the capable hands of John Holman who brought a solid background of experience in purchasing and inventory control to the company. Cliff Johnson was promoted to purchasing manager. Cliff had served as purchasing agent for 18 years.

Promotions, Credits and Recognition: 1977

Gary Tinkel, with the firm six years, was named manufacturing operations manager. Patrick Hurley was promoted to quality assurance manager. Duane Fox, vice president of manufacturing, was named *Boss of the Year* by the Bryan Jaycees.

The board of directors elected C. Gregory Spangler to serve as president. He succeeded Ted Spangler who was elected chairman of the board. Greg Spangler is a native of Maumee and the son of Charles B. Spangler.

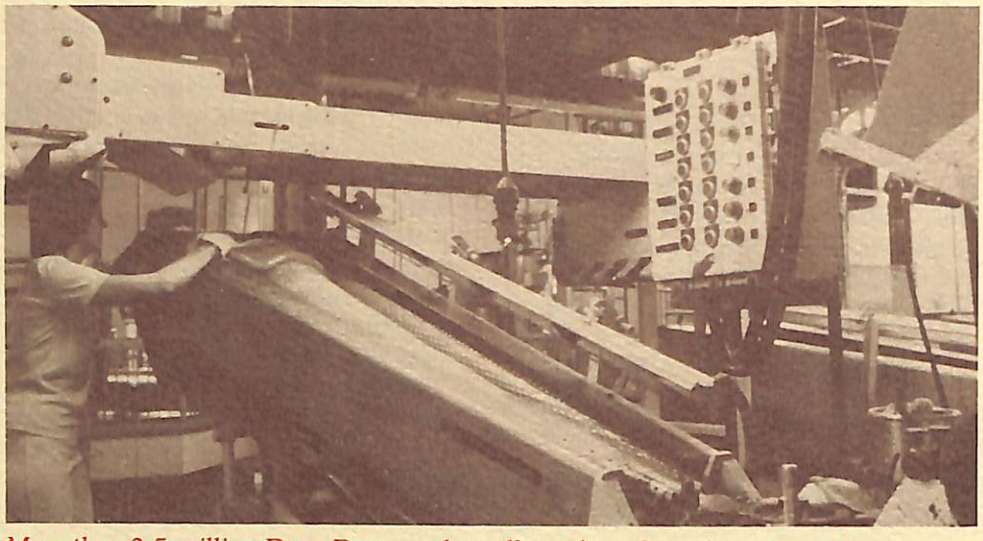


C. Gregory Spangler

Reaping What Had Been Sown

As the decade of the 70's neared its end, production gains were reaped from preparations sown earlier in the decade. New cookers, presses and cooling units for the Dum Dum lines were making perfectly round pops at higher speeds. Batch sizes were up to 150 lbs. The significant investment in modernizing the Dum Dum department had proven to be a wise management move. Sales of Dum Dums continued strong in 1977, representing 44% of the company's total sales.

Packaging changes for Spangler candy canes also proved fruitful. A new brick style packaging design was introduced in 1977. Sales showed continued strength. Canes remained the second largest company confectionery group, representing 23% of total sales.



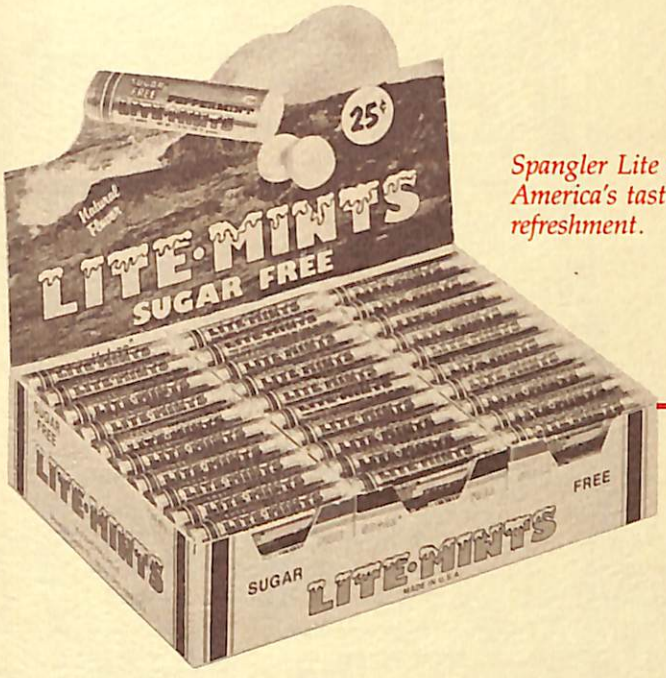
More than 2.5 million Dum Dums a day roll out from Spangler automated production operations.

A Real Mint Is Struck

New confections have been a Spangler hallmark and a source of growth that continues from year to year. In 1978, a real "mint" was discovered with the introduction of 25¢ Lite-Mints Rolls. A weight-watching public immediately accepted the sugar free pressed mints. After just 90 days on the market, orders had streamed in for 11,000 cases. Original production had been scheduled for only 1,250 cases per month. Sales had to be restricted until new production equipment could be flown in from England. It was many months before manufacturing caught up with the sales demand. A cousin to the popular Spangler Smiles Rolls, Lite-Mints Rolls have continued in popularity and are sold nationwide today.

Saf-T-Pops® Arrive

Coming under the Spangler roof in the spring of 1978 was the 3¢ Saf-T-Pop. The machinery and trade name were purchased from the Curtiss Candy Division of Standard Brands in Chicago. Known nationally, the Saf-T-Pop features a patented, looped fiber cord handle, making it safe for the youngest of candy lovers. The Saf-T-Pop is further unique because it is the only lollipop in the nation which is individually wrapped, handle and all!



Spangler Lite Mints Rolls satisfy America's taste for sugar free refreshment.

Considerable adjustment was needed to make room for the Saf-T-Pop equipment at the Bryan plant. Work on space for eight new forming and wrapping lines and the related cooking equipment spilled over the summer shutdown and the first shipments weren't ready until September. But, by late Fall, Saf-T-Pops had officially joined with Dum Dums, making a dynamic pair of the best known lollipops in the nation.

But lollipops and mints weren't the only new Spangler candy family members. Six bulk chocolates were re-introduced to candy lovers in 1978, including Caramel Peanut Clusters, Fudge Peanut Clusters, Peanut Butter Chips and Peppermint Creams.

In June of 1978, Ted Spangler was elected secretary-treasurer of the National Confectioners Association. He served the Association for two years in that capacity. Previously, he had been vice president of the NCA for two stretches of two years each and had been a member of the board of directors for six years, starting in 1970. Ted's father Arthur, the company founder, had been on the NCA board in 1941 and 1942.

In October, the Spangler board of directors elected Greg Spangler chief executive officer, in addition to his previous posts as president and treasurer. Jack R. Shockley was elected president of the Bryan Wholesale subsidiary.

Sales Up as Decade Winds Down

1979 was a very good year. In spite of the increasing controversy over sugar in the family diet, sales of Spangler Candy Company, not including its wholesale subsidiaries, hit a record $20 million. Sales during the single month of October, 1979, equalled the company's full 12 months sales volume during 1959, which was exactly 20 years earlier.

Among the 34 brokerage firms in the nationwide Spangler sales organization, the top five in order of 1979 sales were: Wolverine Associates, Inc., Southern Michigan; Kaye & Silver Brokerage Co., Ohio; Land-Senders & Co., Washington, Oregon, Northern Idaho and Alaska; Excel Marketing Inc., Minnesota, North and South Dakota; Tom Hawkins Co., Missouri, Southern Illinois and Kansas.

Bryan Wholesale and Toledo Wholesale, Spangler subsidiary companies, followed the parent company's example with strong sales performances. In 1979, Bryan Wholesale volume was more than $3 million and Toledo wholesale sales were just under $9 million.

Spangler Gains as Contender in Confectionery Industry

An industry survey in 1979 gave Spangler Candy Company prominent ranking among the 50 largest suppliers of confectionery products to candy and tobacco wholesalers. Spangler ranked 27th, a healthy advance from its 30th place ranking in 1975.

Lite-Mints Rolls A Sales Heavyweight

Sugar free Lite-Mints, introduced in 1978, were a strong contributor to outstanding financial results in 1979. Sales of this wholesome sugar free product were $1,250,000 — probably record sales during the first full year after introduction for any product ever developed in the Spangler candy kitchens.

Saf-T-Pop sales grew well during the year, too. Production efficiency had been strengthened, and would improve even more when eight new horizontal batch rollers on order were delivered and in operation.

Motorized conveyor line speeds operations to assure customer pleasing service by Bryan Wholesale.

As inflation continued its adverse impact on the company's costs, 240 count 1¢ Kiss Wrapped Bubble Gum, the last penny item in the Spangler product line, had to be eliminated, much to the disappointment of employees, trade customers and bubble gum lovers everywhere.

Cover Story Recognition

Spangler's place among leaders in its field was highlighted by a cover story in the July, 1979, issue of the respected trade magazine, CANDY AND SNACK INDUSTRY. The story noted the company's many achievements since the time of its founding. Of particular interest to all who share the entrepreneurial spirit is this quote: "The development of Spangler Candy Company into a major element on the American candy scene can be traced back through three generations of an inventive, intrepid family, even though today the emphasis at the company is on professional management."

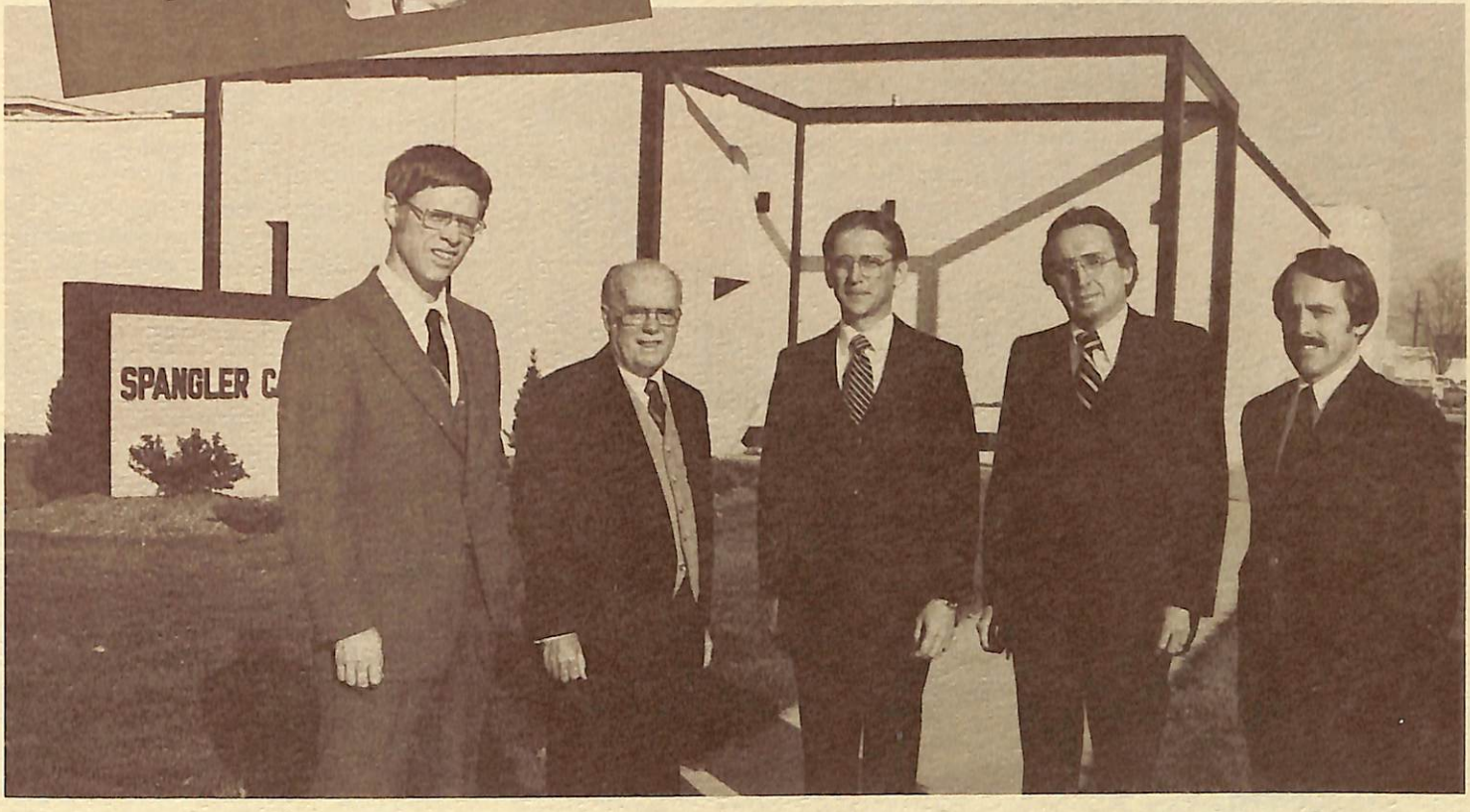
Professional Management

Professional management was strengthened during 1979 through additions and promotion from the ranks.

At the board of directors meeting in March, William H. Martens, vice president, finance, of the Ohio Art Company in Bryan was elected a director to fill the vacancy created by the resignation of Robert H. Dugan, who had served for five years.

Robert C. McConnell, a 10-year veteran with the company, was promoted to the position of controller. He had joined Spangler in 1969 as

Spangler management committee outside attractive entryway to general offices. L to R: Greg Spangler, president; Ted Spangler, chairman of the board; Duane Fox, vice president manufacturing; Doug Taylor, vice president sales and Gary Tinkel, manufacturing operations manager.



office manager and was named credit manager in 1976.

Edwin R. Spengler was named to the new post of industrial engineering manager. He had earned a Bachelor of Science degree in industrial engineering from General Motors Institute and gained experience in the field with a Toledo, Ohio firm.

William C. Clark, with a degree in industrial engineering from Kent State University, Kent, Ohio, was appointed personnel manager.

New Corporate "Front Door"

Bryan City Council, in April of 1979, approved a building permit to add 400 square feet of space for a new corporate "front door" in the 300 block of North Portland Street. The former Vistron building was improved with a new entryway to the executive and general offices, following architectural recommendations to tie together all of the attractive cream-colored buildings on the 11½ acre site. (An additional 14 acres of farm land is owned north of the railroad).

It Was Only Natural

The end of the decade and the beginning of another brought marked changes in consumer tastes. People are interested in what goes into what they eat. Spangler management recognized this "natural" interest.

Into the 1980 market came the new Spangler All Natural Pop. The pop contains no artificial flavoring and is made of all natural ingredients. Four fruity flavors delight the "natural" crowd.

The company also brought back an old and proven "friend" for an encore. Hickok Honeycomb Chips were offered again. Discontinued in 1973, public clamor brought the tasty chip back. And the company "tested the water" with a new product; bubble gum filled lollipops were tried with no conclusive results.

Growing Pains Again

Spangler Candy Company in 1980 was experiencing growing pains again. Warehousing for finished sweets was so scarce that additional space was rented in Napoleon, Ohio. Inventories peaked in June at 360,000 cases, much above the previous high of 320,000 cases back in 1973.

Nearly 75 years old, Spangler set its sights on the next 75 with several land purchases. North of the main plant and north of the railroad tracks, 99,000 square feet were purchased from Penn Central. And a 14,000 square foot lot was acquired south of the general offices.

An easement obtained from Penn Central allowed for a water line to be extended under the tracks. Thus water wells could be added north of the railroad, if desired.

In late 1980, construction began on a 24,000 square foot two-story addition to the main plant production facility. This major expansion would allow for future manufacturing growth.

New Faces, But Still the Same Story

Ralph L. Harding, vice president of sales, retired on June 30, 1980, after serving the company since 1966. He was succeeded by Douglas E. Taylor who brought extensive background in the confectionery industry to the Spangler organization.

Though the faces of Spangler management have changed with the years, the company success story has not. Most recently, the fiscal year ending June 30, 1980 set another record for sales. 1980 Fall Halloween and Christmas shipments reached new highs in both cases and dollar amounts. Several Christmas packs were withdrawn early, being oversold by mid-August.

In November, Spangler expanded its candy cane production capacity with the purchase of Standard Candy Company, Inc. of Detroit, Michigan. The Standard firm was founded in 1886 and manufactured only candy canes, which were sold mainly in Michigan and adjoining states. Purchase of Standard marked Spangler's ninth acquisition of a candy business or a specialty confectionery product line. All machinery used for manufacturing Christmas candy canes by the Detroit firm was moved to Spangler's Bryan, Ohio facility, and the building was placed on the real estate market.

A Proud Past, A Challenging Future

When the company first joined the ranks of candy manufacturers in 1911, with the still-remembered Spangler Cocoanut Ball, it was venturing into a business where it would face many competitors over the years. In fact, by 1920, there were about 70 privately-owned candy manufacturers in Ohio alone. Today, only four remain.

Three generations of Spanglers have guided the business to a position of recognized leadership. And now, still strong and growing in 1981, the 75th anniversary year of its business life, Spangler Candy Company looks back upon a proud past, and ahead to a challenging future.

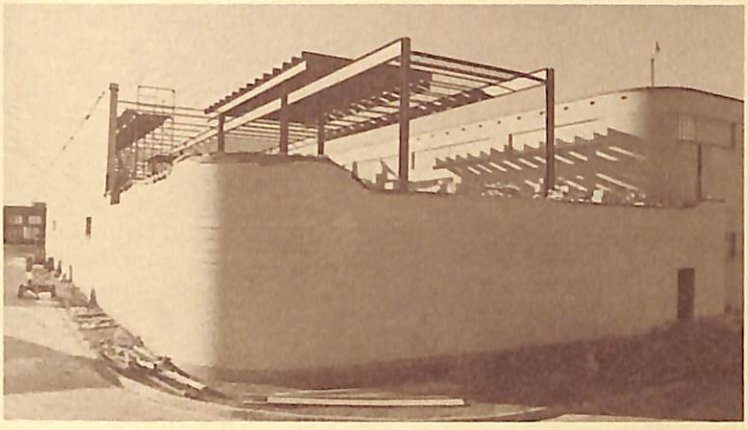
Recent comments made by C. Gregory Spangler, president and chief executive officer, foretell the positive directions of Spangler Candy Company's future development:

"The assets of our company are many and diversified. They include a relatively young but experienced and talented management and supervisory team, an efficient and hard-working labor force, excellent facilities and equipment for manufacturing and distribution, quality products with solid market acceptance, a brokerage organization second to none and a strong balance sheet.

"We're proud of our people, proud of our products. We like the candy business. It's a very satisfying feeling to know that you are producing wholesome, quality products that bring satisfaction and fun to millions of people — young and old alike. In the long run, they are the final determining factor in our continuing success."

Spangler Candy Company in its 1981 Diamond Jubilee Year is well-positioned to enter the next century as a major force in the candy business.

The first "Spangler boys", Arthur, Ernest and Omar, would be very, very proud.



Construction moves ahead on 24,000 square foot addition to Spangler Candy Company main manufacturing facilities.

Board of Directors, Spangler Candy Company, 1980.

Seated L to R: C. Gregory Spangler, Spangler Candy Company, President, Treasurer & Chief Executive Officer; Theodore R. Spangler, Spangler Candy Company, Chairman of the Board & Secretary.

Standing L to R: William H. Martens, Ohio Art Company, Vice President - Finance & Administration; Robert H. Crumbaker, Russell Reynolds Associates, Inc., Vice-President; Dean L. Spangler, Akron Packing Company, President & Chief Executive Officer.

Spangler Candy Company & Subsidiaries

Corporate Officers

SPANGLER CANDY COMPANY

C. Gregory Spangler, President, Chief Executive Officer and Treasurer
T. R. Spangler, Chairman of the Board and Secretary
Duane E. Fox, Vice President Manufacturing
Douglas E. Taylor, Vice President-Sales

SPANGLER CANDY & TOBACCO OF BRYAN, INC.

C. Gregory Spangler, Chairman of the Board and Treasurer
Jack R. Shockley, President
T. R Spangler, Vice President and Secretary

SPANGLER CANDY & TOBACCO OF TOLEDO, INC.

C. Gregory Spangler, Chairman of the Board and Treasurer
Roger B. Dean, President
T. R. Spangler, Vice President and Secretary

GOLD LEAF CORPORATION

T. R. Spangler, President
C. Gregory Spangler, Vice President and Treasurer

Spangler Candy Company

Management and Supervision

ADMINISTRATION

C. Gregory Spangler, President & Chief Executive Officer
T. R. Spangler, Chairman of the Board

ENGINEERING

Rex Pendleton, Plant Engineer
Robert Arps, Project Engineer
Larry Starr, Project Engineer
John Murphy, Mechanical & Shop Supervisor
Virgil Chrisman, Maintenance Supervisor, Second Shift

FINANCE

C. Gregory Spangler, Treasurer
R. C. McConnell, Controller
Don Holzhause, Data Processing Manager
Richard Fisher, Operations & Programming Supervisor
Joan Becker, Office Manager
Jean Robinson, Supervisor of General Services

INDUSTRIAL ENGINEERING

Edwin Spengler, Industrial Engineering Manager
Harry Kimberling, Industrial Engineer
Lee Conkey, Time Study Engineer
Robert Jodry, Standards & Cost Control Supervisor

MANUFACTURING

Duane E. Fox, Vice President-Manufacturing
Gary Tinkel, Manufacturing Operations Manager

PERSONNEL

William Clark, Personnel Manager & Labor Relations

PRODUCTION

Jim Richard, Production Superintendent
Jim Kizer, General Foreman-Night
Ken Bell, Product Line Supervisor
Robert Davis, Product Line Supervisor
Robert Stambaugh, Product Line Supervisor
Roger Wanner, Product Line Supervisor
Jim Booker, General Supervisor
Jerry Goebel, Foreman
Bob Vincent, Foreman
Charles Happ, Sanitation Supervisor

PURCHASING

Cliff Johnson, Manager of Purchasing
John Holman, Purchasing Agent
John Ewers, Material Handling & Receiving Supervisor

QUALITY ASSURANCE

Pat Hurley, Quality Assurance Manager

SALES & MARKETING

T. R. Spangler, Executive Vice President-Marketing
Douglas E. Taylor, Vice President-Sales
Chet Dahl, Midwest Region Sales Manager
Earl Reed, Eastern Region Sales Manager

TRAFFIC

Jim Paule, Traffic Manager
Larry Speaks, Warehouse & Shipping Supevisor

Spangler Candy Company

25 Year Club

With sincere appreciation we acknowledge the employees who have worked for Spangler Candy Co. 25 years or longer. Military service is not included. An asterisk (*) indicates interrupted employment; (B) Bryan Wholesale; and (T) Toledo Wholesale.

Present Members	Date of 1st Employment
Lola Clark	September 1940
Ted Spangler *	October 1940
LaRue Allen	July 1942
Velma Piehl	December 1942
Marvin Quiniff (T)	August 1947
Robert Jodry *	November 1947
Mary Cromwell	September 1948
Dorothy Parks	July 1950
Irene Farkas (T)	February 1952
Chester Veith (T)	April 1952
Marjorie Wort	September 1952
Eva Belle Smith	June 1953
Irene Miller	July 1953
Clela Shaffer	August 1953
Berdena Jodry	August 1953
Betty Zuver	May 1954
Kenny Bell	July 1954
Larry Mercer	July 1954
Mary Ellen Keener	July 1954
Rachel Grim	August 1954
Jean Robinson	September 1954
Leona C. Smith	July 1955
Ralph Polter	August 1955

Deceased Members	Yrs. Employed	Employment Period
Arthur Spangler	39	1906 - 1945
Ernest Spangler	67	1908 - 1975
Florence Heign *	31	1908 - 1950
Omar Spangler	26	1914 - 1940
Frances Young	31	1920 - 1951
Ed Zimmerman	45	1920 - 1965
Truman Spangler	34	1921 - 1955
Harry McCord	37	1921 - 1958
Fern Oliver	37	1921 - 1958
Edith Rodgers *	36	1921 - 1970
Agnes Zimmerman	37	1924 - 1961
Percy Shockley	30	1925 - 1955
Orange Cook	37	1927 - 1964
Goldie Flightner	42	1928 - 1970
Howard Hall *	29	1929 - 1963
Harlan Spangler *	41	1933 - 1976
Robert Finken *	40	1936 - 1976
Hillis Fox	30	1945 - 1975
Cyril Smith	26	1952 - 1978
Retired Members		
Art Morton	48	1924 - 1972
Helen Calkins	46	1925 - 1971
Guy Calkins	47	1925 - 1972
Frieda Yarlott	47	1927 - 1974
Bernell Yarlott	47	1928 - 1975
Wilma Mercer *	47	1928 - 1975
Esther Clifton	30	1928 - 1958
Valant Clark	45	1929 - 1974
Lyle Riter *	46	1929 - 1976
Percy Connin	41	1929 - 1971
Norman Spangler *	40	1931 - 1973
Jay Shockley *	38	1932 - 1975
Helen Wooley	36	1932 - 1969
Charles Spangler	43	1933 - 1976
Albert Spangler *	41	1934 - 1975
Vincent Nichter (T)	32	1945 - 1977
Frank Spangler	30	1946 - 1976
Art Roth (B)	28	1946 - 1974
Harold Domitio (T)	32	1947 - 1979
Aliene Frank	33	1947 - 1980
Walter Gambler	28	1950 - 1978
Gertrude Moon	26	1952 - 1978
Adeline Hendricks	25	1953 - 1978
Arvada Killian	25	1955 - 1980

Spangler Candy Company
Brokerage Representation
Listed In Order of 1980 Sales

Wolverine Associates, Inc., Southern Michigan
Kaye & Silver Brokerage Co., Ohio
Lang-Senders & Co., Washington, Oregon, Northern Idaho
Excel Marketing Inc., Minnesota, North Dakota, South Dakota
Consolidated Brokerage, Inc., Indiana
Tom Hawkins Co., Missouri, Southern Illinois, Kansas
Wirth-Daniels Corp., Metropolitan Chicago
Central Brokerage, Inc., Texas
Emil Hasselman, Jr., Inc., Western Pennsylvania
Mid-South Brokers, Alabama, Mississippi, Louisiana, Northwest Florida
Frank D'Orlando & Co., Six New England States
Big-Tenn Marketing, Inc., Tennessee
Newman-Bierma & Assoc., Iowa, Nebraska, Northwestern Illinois
Brogan-Zipp Sales Co., Montana, Wyoming, Colorado, Western Nebraska
Professional Marketing, North Carolina, South Carolina
D. C. Sales Co., Metropolitan New York
Jerry Austin & Associates, Northern California, Northwestern Nevada
Anderson-Speth Brokerage, Kentucky
Peeler-George Associates, Inc., Outstate New York
Emco Sales, Military
Dan J. King Brokerage, Inc., Florida
R. Wayne Brooke & Co., Southern California
Kampen-Consolidated Co., Wisconsin, Northern Michigan
Beecher Co., Eastern Pennsylvania
Craig Brokerage Co., Inc., Maryland, Delaware, District of Columbia
Darrell Walton Co., Utah, Southern Idaho, Northeastern Nevada
Ross Sales Co., Philadelphia, S. New Jersey, Metro. Wilmington, Del.
Godwin Associates, 8 New York Variety Store Chains
Chambers & Co., Georgia
Dick Mundy, West Virginia
Ar-Mex Sales Co., Arizona, New Mexico, Southwestern Texas
Poore-Talley & Associates, Virginia
R. J. Henderson Co., Inc., Arkansas
Jim McMannis & Associates, Oklahoma
Howard Kapper Co., Alaska

SPANGLER CANDY COMPANY
Box 71 / 400 North Portland Street / Bryan, Ohio 43506